



Veefin Solutions Limited

(Formerly Known as Veefin Solutions Pvt. Ltd.)

CIN: L72900MH2020PLC347893

Date: April 29, 2025

To,
BSE Limited
The Corporate Relationship Department
Phiroze Jeejeebhoy Towers,
1st Floor, Dalal Street, Mumbai – 400 001

Ref: Scrip Code: 543931

ISIN: INE0Q0M01015

Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Transcript of the earnings conference call for the half year and year ended March 31, 2025

Dear Sir/ Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the transcript of the earnings conference call for the half year and year ended March 31, 2025, conducted after the meeting of Board of Directors held on April 28, 2025, for your information and records.

Kindly take the above information on record.

The information in the above notice is also available on the website of the Company www.veefin.com.

Thanking you,

For Veefin Solutions Limited
(Formerly Known as Veefin Solutions Private Limited)

Urja Thakkar
Company Secretary & Compliance Officer
ACS 42925

VEEFIN SOLUTIONS LIMITED
HALF YEAR AND YEAR ENDED 31.03.2025 EARNINGS CONFERENCE CALL
28TH APRIL, 2025 – 05:00 PM IST

00:02:52.850 --> 00:03:20.309

Urja Thakkar: Hello, everyone, and welcome to Veefin Solutions Limited's earning conference call. Thank you for joining us today for the discussion on Veefin Solutions Limited financial results. For the second half year and full year ended 31st March, 2025. The financial results investor presentation have been made available on both BSE limited website and Company's official website for your reference. We are pleased to have our leadership team here with us today to discuss the results in detail.

00:03:20.480 --> 00:03:32.649

Urja Thakkar: Present on the call are Mr. Raja Debnath, Chairman and Managing Director, Mr. Gautam Udani, Chief Operating Officer, and whole-time director and Miss Payal Maisheri, Chief Financial Officer.

00:03:33.402 --> 00:03:54.010

Urja Thakkar: I will now hand over the call to Mr. Raja, who will provide the key highlights of the results. Following his presentation, we will have a Q&A session where our management team will be happy to address all your questions. To submit your questions please feel free to post them in the chat box, and we will read them out and provide answers to all of them during the call.

00:03:54.140 --> 00:04:23.350

Urja Thakkar: Before we proceed. I would like to remind everyone that any forward looking statement made during today's presentation, including those related to business plans and growth prospects, are based on current expectations. These statements are intended to qualify for the safe harbor provisions under the applicable securities laws, and should be viewed in the context of potential risk that are faced by the company. With that I now request Raja to begin the briefing. Thank you.

00:04:25.530 --> 00:04:27.769

Raja Debnath: Thank you, Payal! Can you hear? Can you hear me?

00:04:29.990 --> 00:04:31.270

Payal Maisheri: We can hear you Raja.

00:04:32.640 --> 00:04:33.760

Raja Debnath: Okay.

00:04:43.800 --> 00:04:55.239

Raja Debnath: thanks everyone for taking the time out and coming for this presentation and let me start off. Let's okay. Let me just try to drag this in the right place.

00:04:58.800 --> 00:05:14.640

Raja Debnath: So let me start off by sharing some very, very good numbers, and our revenues on a standalone basis have gone up by 67%. Okay, so just some numbers here, we'll take some time on these you. The main number here that I would want to pull you.

00:05:14.640 --> 00:05:18.890

Gautam Udani: Sorry the slide is still on the introduction slide.

00:05:19.410 --> 00:05:40.730

Raja Debnath: Let me just start again. Can you now see the screen?

00:05:41.440 --> 00:05:42.490

Gautam Udani: Yeah, we can.

00:05:46.630 --> 00:06:22.919

Raja Debnath: So our revenues that I was saying, our revenues have gone up by 67%, okay and the key numbers here are that this year we have signed 25 new deals, mind you, 25 new deals we have signed, and there have been 21 go live! So 21 new clients have gone live with their systems and something else which will interest a lot of you investors who have been with us for long is that a disbursement annual run rate is now at 325,000 crores.

00:06:23.690 --> 00:06:45.899

Raja Debnath: That's the kind of number that we are. So just let it sink in. This platform is now able to handle such large transaction volumes, and this will only continue increasing and as a SaaS company the more clients keep getting added onto this platform, who continue using this on a SaaS pricing model. Better for us.

00:06:46.820 --> 00:07:19.300

Raja Debnath: So, our EBITDA number that you're seeing has gone up over the last year by 99% close to 100%, both on the EBITDA and on the PAT okay if I, this is something which is some, which is We are very proud of, if you remember, last year also. This year is the second year when there's a global supply chain, finance, vendor comparison study which has happened. There's only the second time when it has happened. Last year also, we were in the Industry Leader Category.

00:07:19.720 --> 00:07:29.820

Raja Debnath: This year also we are in the Industry Leader Category. People who were there last year in the category have dropped off. We are the only ones who are consistent last year as well as this year.

00:07:30.020 --> 00:08:05.849

Raja Debnath: And just look at some of these names these are large names these are large names these are global names. And that is what we are doing. We're competing with all of these tech vendors in the supply chain finance space at a global level and this is something that the entire industry, saying, the way to look at this chart is, this is strength of offering which says, What how good your functionality is and the second one is the market presence, which is what kind of clients you have signed, and what is the spread of clients that you signed at a global level?

00:08:06.800 --> 00:08:14.520

Raja Debnath: So, on both these parameters we are right at the top here and this is something which will continue taking us from strength to strength.

00:08:18.510 --> 00:08:44.449

Raja Debnath: one more many awards. So, I will not go into all of these awards. But the key awards here are the fact that we have again for the 3rd year got a great place to work certified. Second year. Again, we have become, we have been named a future ready organization by economic times and there are multiple. So, there are some of these awards that we have mentioned here, which we think showcase our ability of delivering value to our clients.

00:08:44.860 --> 00:09:08.849

Raja Debnath: whether it's the number one in the sales lead table. Now, what this means is the maximum number of supply chain finance solution. Deals have been signed by us globally, so that's being number one on the sales lead table. That's what it means. Okay, best in terms of a supply chain finance implementation or in lending and collection implementation. These are the kind of awards that tech companies like us are always vying for.

00:09:13.700 --> 00:09:22.030

Raja Debnath: staying on staying on these clients. There's some very important clients that we signed this year, and I thought, let me take some time out on this.

00:09:22.340 --> 00:09:39.659

Raja Debnath: The 1st one here is, it is our 1st multi-country implementation across 5 different countries in Africa. Okay, simultaneously. We are doing a digital transformation for the entire tech stack, or in these 5 countries. We also signed our 1st banking client in the UAE this year.

00:09:40.080 --> 00:09:57.810

Raja Debnath: Okay, we also, this is very, very important, PSB Exchange. We'll spend some more time on it. But you remember PSB Exchange was signed by PSB Exchange as a project is meant to get lenders and the Fintech platforms together on the same platform.

00:09:58.230 --> 00:10:29.190

Raja Debnath: But Yuko bank has actually gone ahead and not just signed us for the platform, but has taken the entire tech stack. Whether it's the LOS whether it's the LMS in supply chain, financing the onboarding solution, everything. So not only will they do business in PSB Exchange through us. But even what they will source outside will now flow through the PSB Exchange platform. Now that is exactly what we had surmised will happen, and we have got multiple banks now, who have taken exactly the same approach.

00:10:30.330 --> 00:10:36.979

Raja Debnath: This year was also the year that we signed our 1st global MNC Bank, HSBC. became our client this year.

00:10:37.320 --> 00:10:59.539

Raja Debnath: we again signed a very large bank in Rwanda, the largest bank, in fact, and this is important, because it's the 1st joint implementation that we are doing of easy and Veefin Solutions Limited. So the easy LOS and the Veefin Solutions Limited supply chain with LMS bringing strength to both parties, and that's the reason why it acquired easy, that's the 1st implementation that we are doing in Rwanda.

00:11:01.090 --> 00:11:28.320

Raja Debnath: Jio finance, it's the 1st place where a non-supply chain finance loan management system was deployed. And I stress on this fact because loan management systems are the heart. It is not the LOS, which is the heart of business. It is the loan management systems. So, the most more implementation that we do in loan management systems, whether it's on supply chain finance or the other loan management systems. It makes us and our proposition stronger.

00:11:33.640 --> 00:11:48.910

Raja Debnath: and staying on business. We have a very, very healthy pipeline, so the future is very bright, because, as of 1st April, we are sitting on over 250 active pursuits and we have started. We have created a large sales team now.

00:11:49.480 --> 00:13:01.440

Raja Debnath: We were doing pursuits in a particular way over the last year we have got senior level hires who have come in we now have a Chief Business Officer who's come in, who comes in with the pedigree of having set up sales organization in some of the large global tech vendor companies, and he has come in. Now he's putting in our sales processes into place, which is again now looking very bright. So, the 250 odd, active pursuits that we have, we should be able to convert a lot many more from there. So, this year we have won 23 pursuits. Last year we went we won 23 pursuits. We lost 23, but that's a very good ratio, a 50 50 ratio of anybody who comes on the Veefin doorstep. Our ability of closing them is that much higher? So out of this 250 active pursuits that we have, if we continue with the same ratios. We are talking of 125 pursuits we will win at some point in time over the next couple of years. and that's the size of pipeline that we are sitting on. So this is just to share with you how robust the platform is in terms of being able to churn out business and bring in business from our global prospective clients also.

00:13:06.280 --> 00:13:24.940

Raja Debnath: what's new? This is. you'll see this slide, this slide we will also end with. We'll end with this slide again and take some time out, because this is what is going to define what we Veefin's trajectory is going to be so over the next 12 months.

00:13:25.410 --> 00:13:35.719

Raja Debnath: Okay, we have started from Jan but what we have shown here is in this calendar year. What are the things that we are actually, what are the new products? What are the new initiatives that we are taking?

00:13:35.970 --> 00:13:43.729

Raja Debnath: So, the 1st in January we launched was a KYC, KYB. It is, know your customer know your business, API gateway.

00:13:43.880 --> 00:14:15.319

Raja Debnath: So if you remember, in one of our investor calls, we had said that now, because we own the underwriting platform. Our clients, our lending clients, do not have to go and sign KYC and KYB, API's from multiple vendors. They sign with Veefin Solutions Limited now, and they get access to all of these. So these are again pay as you go. You pay on every hit. So whether it's your aadhar, whether it's your GST. Whether it's your banking, whether it's a MCA data. All of this data is now available through the Veefin Solutions Limited API gateway.

00:14:16.670 --> 00:15:02.500

Raja Debnath: In February we launched the Veefin Solutions Limited SCA 4.0 the Veefin SCA 4.0. We'll talk about it a little more. That is the latest version of the SCF platform which has now been rolled out. Our 1st client on that platform was HSBC. So HSBC went live with this platform in the month of February. PSB Exchange it is the biggest. How would I say it is? It's really the biggest product or proposition that Veefin Solutions Limited has in its entire repertoire and the PSB Exchange. We have gone live with it. We have now got our 1st a bank which has already given a limit to the 1st corporate on the platform. Now that's something very, very exciting.

00:15:02.880 --> 00:15:09.549

Raja Debnath: All the banks are signing up on the PSB Exchange. All the public sector banks are signing up on this, and you'll see more on this later.

00:15:10.890 --> 00:15:19.209

Raja Debnath: Y'all, are all receiving, reading a lot about Gen. AI, Gen AI Gen AI and what we have done is we have brought Gen AI into our companies.

00:15:20.090 --> 00:15:38.930

Raja Debnath: The the impact of this is actually can only has to be seen to be believed. Now, there was a particular work that we did in the month of April it was 150 man days of work. 150 man days of work, which is completed in 25 days using AI.

00:15:39.270 --> 00:15:43.130

Raja Debnath: So what you are seeing all of these new products which are going to be rolled out.

00:15:43.250 --> 00:15:47.240

Raja Debnath: all of these new products are being rolled out using Gen AI.

00:15:47.800 --> 00:15:54.150

Raja Debnath: So how we are all using these gen AI products in our personal lives.

00:15:54.250 --> 00:16:18.990

Raja Debnath: Large companies have started using this in their development work. Veefin has also embraced this, and we are seeing very, very good results on this. So that's something which I want to share with all of y'all, what that means for us is with the same number of people, we will be able to generate and develop far more products at a faster pace than what we would have been able to do last year.

00:16:19.490 --> 00:16:36.889

Raja Debnath: And that is the reason why this year you're seeing so many more products which are going to be launched, and each one of these products is a standalone superstar. So, for example, securitization platforms not available in the market. That's something which is being rolled out next month.

00:16:37.210 --> 00:16:49.339

Raja Debnath: Coal lending. We have already completed our colding journeys on supply chain financing again. We'll be the 1st ones who have a supply chain, finance, co-lending journey. But the non-supply chain finance, coal lending journey will be ready in June.

00:16:49.940 --> 00:17:15.709

Raja Debnath: Trade finance. That is the big baby trade finance in July. In November, Cash management. Those are the trinity of supply, chain, finance, trade, finance, and cash management completes the transaction banking suite, and that is what by end of this year we will have all 3. So that means we. You can count the number of players globally on one hand, who have all of these 3 products together.

00:17:16.530 --> 00:17:32.540

Raja Debnath: On top of it. Add Islamic finance, because we have a lot of representation of our clients as well as focus in the Muslim countries. In Mena there are parts of Asia where there's a lot of demand for Islamic finance.

00:17:33.650 --> 00:17:48.209

Raja Debnath: And then there's asset distribution engine. This is again something not available in the market. This is where large banks are able to create large portfolios of trade receivables and then sell it off to other banks. That's what a distribution engine is all about.

00:17:48.970 --> 00:17:55.179

Raja Debnath: So these, this is what is going to drive the future. So once these products are complete.

00:17:55.780 --> 00:18:20.809

Raja Debnath: Imagine our sales team when they are talking with a bank. A bank requires all of these products. each of these other than Gen AI which is for us everything else is used by a bank. So our ability to go to a bank or a lender and sell becomes that much more stronger because you have something or the other which a bank requires, which you can sell to the bank.

00:18:23.540 --> 00:18:52.890

Raja Debnath: This is a very, very busy slide, very busy. And I will take a moment here. Okay, because this is something which we are very proud of. This is the 1st time globally, someone has come up and has built what it spoke about on the transaction, banking. cash, trade and supply chain all on a single platform using a micro service architecture. What that means is, if to a bank we go in and Celsius supply defines 4.0.

00:18:53.220 --> 00:19:14.159

Raja Debnath: Then tomorrow we have to go and sell cash. There are many micro services which we may have deployed in supply chain finance itself, which will now be used for cash. So Veefin Solutions Limited, 4.2 ecosystem becomes like a menu card of microservices, which, depending on what the bank is choosing, they pick up those microservices.

00:19:14.630 --> 00:19:32.840

Raja Debnath: The value of this micro services also, therefore, is that when there are legacy players and large players, large old players, and we know all of them who do not want to invest in their platform, and they because they are still entrenched in the bank. The bank is afraid of doing a migration.

00:19:33.210 --> 00:19:50.080

Raja Debnath: They can just subscribe to some of these micro services and improve their platform so suddenly. Now a bank, rather than having to replace the entire platform, can buy a few of our micro services and improve their current business.

00:19:50.340 --> 00:20:13.320

Raja Debnath: They don't need to change their entire system. On day one they can start using some of our micro services, and at a later stage can replace the entire platform. So that is the power that we'll be heading into the market with, and we are seeing a lot of demand for this in the market, because, as I said most players in the market are all old legacy platforms, all 20 year old platforms.

00:20:13.630 --> 00:20:24.419

Raja Debnath: None of them have invested in new technology, and the world is moving at such a fast pace that banks demand new technology which can be delivered at a very fast pace.

00:20:25.450 --> 00:20:47.340

Raja Debnath: That's what we are doing. Going back to PSB. Because, as I said, PSB. PSB is the jewel in the Crown, and the PSB. Exchange is now not only going to go live with has gone, live with public Sector Banks, but in the next phase we are also bringing in private sector banks and NBFC's joining the platform.

00:20:47.460 --> 00:21:17.989

Raja Debnath: Okay, so that's what you remember. So people who have joined this call earlier. Also they know that there's a custom onboarding module, the underwriting and the loan management system. So when we say a bank signs for the entire tech stack. It means they not only want leads from here, but they say, please give me your entire technology stack here. That is the underwriting and loan management, so that even business that we generate outside, we will then pass through your platform because your platform is far better and robust than what we have.

00:21:24.200 --> 00:21:32.160

Raja Debnath: I think, the financial performance numbers. So the we have shared some numbers earlier. But let me take you through this year on year numbers.

00:21:32.950 --> 00:21:54.109

Raja Debnath: So, as you see, we've spoken about the revenue growth and where they have moved. So we have Veefin numbers have now moved to 41.7 crores of revenue. That's where we are, with a healthy EBITDA of 21.5 crores. That's our EBITDA with a pad of over 15 crores. And this you're seeing EBITDA and PAT are close to 100% increase over the last year.

00:21:54.480 --> 00:22:02.079

Raja Debnath: Okay, our EBITDA numbers on a standalone basis itself. Our EBITDA numbers have improved.

00:22:02.450 --> 00:22:28.979

Raja Debnath: So from 43% EBITDA, they have gone up to 52% same on the PAT from a 30% pad. They have gone up to 36% and something else to look at. Our days is outstanding. We've improved over last year now, despite this year, being a heavy year in terms of. In the second half of the year. We have signed a lot of deals, but our DSO has still improved over the last year, and one more important point here.

00:22:29.220 --> 00:22:49.409

Raja Debnath: All the deals that we have signed this year. Every single one of them are all Sas pricing model deals. Not a single license deal has been signed this year. So with that, 87% of all our clients are now on a Sas pricing model. That means every year. Our numbers will only keep going up

00:22:49.630 --> 00:22:54.640

Raja Debnath: our annualized ARR, Which are there those numbers itself are going up.

00:22:54.840 --> 00:22:59.400

Raja Debnath: Okay? And that's the reason all deals this year, which have been signed are, Sas.

00:23:03.120 --> 00:23:32.510

Raja Debnath: my penultimate slide, Okay So there have been acquisitions which have happened. But the number to be looked at is Veefin Solutions is India, Veefin solutions Dubai and Veefin solutions. Bangladesh. These 2 are the operational companies. They are 100% subsidiaries. They're operational companies, just for ease of billing that we have in these these countries. Total of these. These are the revenue figures of 41.7, our EBITDA of 21.5 and a pat of 15. Crore. This is the way to look at the Veefin Solutions Limited numbers.

00:23:32.850 --> 00:24:27.550

Raja Debnath: Then we have our other companies that we have acquired. Okay? And these acquisitions have happened at various points in time, because, please remember, it's very difficult for us to give guidance of a group number, because all of these are term sheets get done. But the Sha takes some time for signing. Then you have the compliances which happen due diligences which take time. Therefore those companies continue operating that the way are operating, but because we get those numbers only, maybe for a month, 2 month. They don't reflect in these numbers, but they will obviously reflect the next year, so numbers have not gone anywhere. The numbers have just shifted for us to be able to showcase them in our group structure to next year. Next year we'll get the full numbers for regime. GlobeTF, Infini, Estorifi Nityo all of these and other subsidiaries. We get full year for next year.

00:24:27.680 --> 00:24:43.840

Raja Debnath: White reverse media again. That's a large number. But in terms of top line which is going to come in there everything has got done. We're just in the final stages of compliances which hopefully in the over the next 45 days should get closed, so we should be able to get bulk of white reverse media for next year.

00:24:44.320 --> 00:24:47.310

Raja Debnath: This is where we are in terms of numbers.

00:24:47.940 --> 00:25:08.670

Raja Debnath: And before I move to Q & A. I'm leaving this slide with you, because this is what Veefin is, and this is what the investors should be looking at in terms of where are the big ticket numbers. What are the products that are coming in in this year? And how are we going to go about converting all those active pursuits that we have into some of these products.

00:25:09.430 --> 00:25:10.749

Raja Debnath: That's where we are.

00:25:11.170 --> 00:25:15.620

Raja Debnath: So with this I will stop sharing and happy to take questions. Now.

00:25:17.620 --> 00:25:19.509

Urja Thakkar: Let's start with the Q&A round.

00:25:20.000 --> 00:25:32.370

Urja Thakkar: So we the 1st question is from Mr. Dev promoters currently holds 35% holding and an additional 5% by the management. Is there any plan for further dilution by promoters from here.

00:25:34.560 --> 00:25:43.850

Raja Debnath: No, so there are no plans of further dilution. There are. The numbers will only at all points in that. These numbers will remain constant, or they'll go up from here.

00:25:45.430 --> 00:26:00.030

Payal Maisheri: Also, one more point Raja. The there are the share warrants which the promoters are going to subscribe. So by, you know, before September, so that is also which will increase the promoters holding.

00:26:00.690 --> 00:26:02.010

Raja Debnath: Thank you.

00:26:03.600 --> 00:26:10.019

Urja Thakkar: Second question from Mr. Krish J, any particular reason for high receivables?

00:26:11.240 --> 00:26:46.529

Raja Debnath: Receivables. What happens in our business is now our AMC's Which are there. Our AMC's are usually large change requests. They are bunched at the end of the year that's one, second we have signed some large deals where we have some implementation fees which are coming in with the African banks. So these have been signed just at the last quarter, so we have received some money from those also, but we are not be able to show them in our march numbers. But if you also look at one more thing, are 90% of our receivables are less than 180 days right payal?

00:26:46.660 --> 00:26:47.410

Payal Maisheri: Yes.

00:26:52.040 --> 00:27:28.160

Urja Thakkar: Next question from Mr. Nishant, as of now, there are 4 exchanges for Trades, Business receivable exchange of India. 33% market share trends limited, 33% market share. Mint solution private limited, 33% market share C2fo is Veefin solution, an exchange or something else. There are 12 PSB Alliance members ideally, all PSU banks what probability do you see that all banks of this alliance will go for this product as of now, are they using any other product inferior to what is offered by Veefin.

00:27:29.430 --> 00:27:33.979

Raja Debnath: There are multiple questions in them. So let me just unravel the question one by one.

00:27:34.540 --> 00:28:06.250

Raja Debnath: 1st is the PH exchange platform that we talk about. That is a platform which is connecting corporates, fintech's B2B marketplaces, logistics marketplace with one single connection to the entire banking ecosystem that is completely different from what a trades platform is. Trades platform has only one product out there which is a receivable discounting product which, on which the recourse is on the corporate. So that's the 1st big difference.

00:28:06.660 --> 00:29:12.269

Raja Debnath: The second is the PSB exchange platform. When it sources this business. they can get money because of use of technology. They can also be paid because of pure sourcing of the business itself. So it's not necessary for, let's say, a State Bank of India to leave the technology that they are using and use PSB technology. But they will still pay PSB. Exchange for the business that they generate from you. There are banks which are using the entire technology stack. There are some banks which are using only the sourcing business, so choice is theirs. This is not only for PSB. The public sector banks. As I said, the name is Public Sector Bank Exchange. However, this is exchange is open for NBFC's, Small finance bank, private sector Banks, MNC. Banks, everyone And these are Banks who are also joining in. It's just that because it's a PSB exchange platform. We said that the 1st batch of banks which come in will be public sector banks. That's the only difference. But all banks will be coming onto this platform.

00:29:18.150 --> 00:29:37.699

Urja Thakkar: Okay. Next question from Mr. Uday. How do we Veefin charges any bank or NBFC. For example, Yuko Bank, which you have mentioned will take almost all the tech stack of Veefin outside PSB exchange, too. So does that mean we get extra transaction fees for every use, case or feature Veefin provides.

00:29:38.110 --> 00:30:25.959

Raja Debnath: Yes. So when we give them the entire tech stack, as I said, if they were to take only the sourcing business from PSB Exchange and remember this, when Veefin Solutions Limited sells the tech stack, Veefin Solutions Limited could have sold its tech stack, which is the supply chain finance tech stack to a bank separately. so we can will get paid a few basis points of the aum on the platform. That's 1 way of getting paid. Now, if PSB Exchange goes and sells to the same bank where Veefin is already sold. There. The bank will not take technology from Veefin. Well, the bank then, will pay what the bank will pay sourcing fees for sourcing of the business which PSB. Exchange is doing. If any bank does not use Veefin and they want to use the PSB in tech stack and the sourcing. Then they will pay both technology and sourcing. That's the way to think of it.

00:30:30.500 --> 00:30:38.670

Urja Thakkar: Next question from Miss Neha Kadia. Please explain drastic jump in employee cost on Consolidated numbers and total ESOP cost.

00:30:40.369 --> 00:31:09.919

Payal Maisheri: So in the Consolidated numbers the raise in the employee cost. One of the major reason is one of our acquisitions that we have done with Nityo , wherein there is 370 plus employees, which is into IT services. So there there is a huge employee cost one. Again, the second question about the ESOP expenses out of the total employee cost the ESOP expenses is 3.3 crores.

00:31:15.550 --> 00:31:22.060

Urja Thakkar: Next question from one sec Neral Gangar.

00:31:22.410 --> 00:31:26.599

Urja Thakkar: Why EBITDA has come down? Why high employee benefit expense.

00:31:28.620 --> 00:31:34.929

Raja Debnath: You guys come down payal, can you please take that? I think something is in some wrong numbers.

00:31:36.399 --> 00:32:06.109

Payal Maisheri: Yeah, So the no, the EBITDA is not definitely not come down plus the employee cost. If you see the the employee cost percentage to our revenue, it is reduced in a standalone basis for Veefin our employee cost is reduced from 29% to 21% of the revenue. So which means that, you know, with the increase in revenue, we are actually increasing our PAT and EBITDA margins, and, you know, trying to do it in a much more effective and a productive manner.

00:32:06.900 --> 00:32:49.809

Raja Debnath: I think one key point which you all should look at and understand is, Veefin Solutions Limited is not a standard. Oh, how do I say a 1 time license based company that is usually seen in the market. We've been bulk of, as I said, 87% of Veefin Solutions Limited customers are Sas pricing. What that means is we get paid over the over a period of time. We do not get paid right upfront. So if today we stop doing any product development and this is very critical hear me out. If today we stopped doing any product development. we stopped doing any we stopped getting any more employees. We reduce our employees.

00:32:49.930 --> 00:34:00.639

Raja Debnath: We will make far more money right now because our products are already in place. Our products have been given out to our clients. Our clients are using it. If we don't go to our client for the next one year, 2 years, their clients will still continue paying us so the choice is our that when do we want to continue investing? Should we continue investing right now, should we continue growing the product? Should we continue building more modules. That is the company's choice right now. And because of that choice we are creating the ecosystem. So the vision that we have of creating this world's largest working capital. Ecosystem is unparalleled, and because of this model, like once trade finance comes in, cash management comes in, you will see the same thing. What Veefin has done in supply chain financing by bringing in a Saas pricing model. Veefin Solutions Limited will do the same thing in trade, finance, and cash management. That is also unheard of in the market. Globally, people do not do trade and cash on a Saas pricing model. So you have to just wait and see what what fireworks you'll see in the market, with Veefin and supply chain, or sorry cash and trade friends, same logic.

00:34:09.090 --> 00:34:10.319

Payal Maisheri: Urja next question?

00:34:10.710 --> 00:34:11.125

Urja Thakkar: Yeah.

00:34:12.440 --> 00:34:27.260

Urja Thakkar: Next question from Mr. Ashish. I'm quoting management. What was discussed in H1. Earnings call the management is focused on achieving a revenue target of 110 crore by end of FY25. What's guidance for FY26 now?

00:34:28.350 --> 00:35:17.940

Raja Debnath: As I explained, we're giving a guidance when you're doing acquisitions. So that's something which you have learned giving guidance when you're doing, acquisition becomes an extremely difficult task, because you have lots of compliances and these due diligence. And there's a lot of government paper which is involved. So these things do take time. So it's only once we do the consolidation. That's when when we do the actual signing. That's when we are able to actually recognize the revenues. So therefore, the numbers can keep going up and down. But because these are all companies which are running concerns, those numbers still are there. So once we get those companies actually signed on completely. We will then get those numbers. And staying on that point. One more thing which we are doing which will happen is, we are simplifying the entire Veefin structure.

00:35:17.980 --> 00:35:46.400

Raja Debnath: So we have got some very strong minds now working with us in terms of simplifying the entire corporate structure that we have wherein we have just one solution which has all our product companies, all products, all product companies getting involved in that. And then you have a services arm which takes care of everything else, so that will make it much more simpler. So over the next 12 to 18 months, that's the kind of time it will take, the you'll see a lot more simplification in the corporate structure, which will also help in a corporate governance.

00:35:51.800 --> 00:35:56.410

Urja Thakkar: Next question from Mr. Paras. Where will the money be spent if raised.

00:35:58.610 --> 00:36:38.610

Raja Debnath: Our money. Our bulk of the money, when it is raised, goes into our employee. Salary, cost and marketing expenses. These are 2 big costs always it's employee salary cost and marketing expense, because that's what our we are not buying any assets. So that's not where our money is going. We'll continue doing the same. But we'll see a tapering. So what we we also see is, we see, a tapering on our employee costs, as I said, because of what's happening in the world with GenAI. So we'll see a lot more improvement in the top lines, and we'll see an improvement in our EBITDA numbers, because we'll be able to deliver much more with smaller teams.

00:36:42.050 --> 00:36:49.239

Urja Thakkar: Next question from Mr. Paras. What's the status of our USD 13 million fundraise around as of now?

00:36:52.970 --> 00:36:54.429

Raja Debnath: Which is this payal

00:36:56.350 --> 00:36:57.029

Payal Maisheri: So

00:36:58.690 --> 00:36:59.770

Gautam Udani: Yeah Payal, continue.

00:37:00.390 --> 00:37:07.210

Payal Maisheri: Yeah. So the current raise that we are, we were, we were doing. Yeah.

00:37:07.340 --> 00:37:28.809

Raja Debnath: The current raise we are, we are finished. We are doing an equity. Come debt deal. So we are just signing papers right now. So a lot of the equity money has come in the debt. Signing is happening as we speak. so we should complete all of these over the next 30 days. and that's the reason, I said, that the white reverse media over the next 45 days we should get those numbers in.

00:37:39.650 --> 00:37:54.610

Urja Thakkar: The next question. which, what Neral Gangar? What is product and service in your segment revenue? Why, service revenue is same for half year and full year.

00:38:00.310 --> 00:38:02.200

Raja Debnath: Payal you take the financial numbers.

00:38:04.370 --> 00:38:11.059

Payal Maisheri: Yeah. One second. Urja, Can you repeat the question?

00:38:12.030 --> 00:38:14.939

Urja Thakkar: What is product and service in your segment, revenue.

00:38:16.380 --> 00:38:28.969

Payal Maisheri: Okay, So given the disclosure, basically, out of the entire 78 crores, 46 crore is our product and services is 32.49 crores revenue.

00:38:33.130 --> 00:38:47.320

Urja Thakkar: Okay. Next question from Mr. Deepak Podar. He has 2 questions 1st 300 crore year on your addition in intangible goodwill in FY25. What, What's the nature of this.

00:38:49.076 --> 00:39:16.350

Payal Maisheri: Yes. So the goodwill of 300 crore includes the acquisitions that we have done. And the difference between you know, the acquisition cost and the net asset value of those companies. So out of this entire goodwill the Nityo that we can Epikindifi and Regime. These are the 3 entities wherein that goodwill is coming up.

00:39:19.710 --> 00:39:29.109

Urja Thakkar: Second question, 189 crore acquisition we have spent, and 175 crore is coming in goodwill, which is a risk of its future impairment. Of this.

00:39:31.225 --> 00:40:06.659

Payal Maisheri: We don't see any major risk in the future impairment of these goodwill, because, the companies that we have acquired are actually cash positive EBITDA and PAT positive EBITDA having a good track record of 5 to 10 years performance already, and good client background. So all of that, considering and doing our due diligence and the time of acquisitions. As of now, we do not see any kind of impediment cost also the goodwill that stands in our books is 176 crores just to correct.

00:40:10.410 --> 00:40:10.900

Raja Debnath: Okay.

00:40:10.900 --> 00:40:15.790

Urja Thakkar: Next question from yeah.

00:40:15.790 --> 00:40:27.859

Raja Debnath: Let's take the final one or 2 questions. But this is an important question that, given the new product launches in this calendar year. When will these initiatives convert into numbers and how should the investors look at the company with respect to growth in sales and margin?

00:40:28.260 --> 00:41:23.700

Raja Debnath: So all of these products that you saw out there on the list. They are all going to be live this year. so they are not going to be prepared, and you will have paying customers for all of the products this year, and some of those, for example, trade and cash. Those are large numbers, and by themselves. If you look at the market. I can't tell you exactly, because that would be wrong. But if you look at the numbers and the deals that happen of these kind of products in the market. They are very, very large, and that's the market that we're getting into again. Using the same logic that we have done with supply chain financing, of going on a SaaS pricing model with the best product available in the market period, the best product available in the market at the lowest cost for a lending institution, so that lending institutions are able to invest in the best technology so that they can service the MSME's and the corporates, and they make money. So we make money. That's the philosophy of Veefin always.

00:41:27.510 --> 00:41:40.840

Urja Thakkar: So the last question for today from Krish J. With so many verticals, moving parts, and subsidiaries, it's difficult to predict accurate numbers. But still, would you like to give some top line or bottom line guidance for 25-26.

00:41:41.440 --> 00:42:23.319

Raja Debnath: As I said. I will refrain from giving a guidance, but I've given you the entire story for you to get some understanding in terms of the kind of growth that we are showing. So whatever growth you are seeing in our numbers, that is a given that will continue so. Those kind of run rate. Those kind of growth rates will continue. Over and above that are all the consolidation benefits that we'll get to the various products, the various companies and the new launches that we are doing so on a standalone basis. You've seen the recent numbers those will continue the same kind of growth trajectory. It's only the addition which will happen with the acquisitions and the new product launches. So I think that will give you a fair understanding of where we are headed with our numbers.

00:42:29.770 --> 00:42:31.700

Urja Thakkar: Thank you everyone for joining the call.

0:42:32.610 --> 00:42:34.719

Raja Debnath: Thank you. Thanks everyone. Thank you.

00:42:35.380 --> 00:42:36.140

Payal Maisheri: Thank you.

