

**January 31, 2025**

To

**BSE Limited**

Phiroze Jeejeebhoy Towers

Dalal Street, Fort

Mumbai -400001

**BSE Scrip Code:** 538772

**Subject: Press Release: Board approves composite scheme for listing of NBFC business and iServeU**

Dear Sir/ Ma'am,

In compliance with the provisions of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Press release being issued by the Company today.

The aforesaid information is also being made available on the website of the Company i.e. [www.niyogin.com](http://www.niyogin.com)

We request you to kindly take this to your records and oblige.

Yours truly,

**For Niyogin Fintech Limited**

**Neha Daruka**

**Company Secretary**

*Encl: a/a*

**Niyogin Fintech Limited**

(CIN L65910TN1988PLC131102)

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Powering Ambitions, Powering Growth

## PRESS RELEASE

### Board approves composite scheme for listing of NBFC business and iServeU

Mumbai, India | January 31, 2025

Niyogin Fintech Limited (BSE: 538772), a publicly listed fintech platform, today announced developments for the third quarter ended December 31, 2024.

**Commenting on this quarter's development, Tashwinder Singh, CEO and Managing Director, Niyogin Fintech Limited said,** "I am excited to announce that the Board has approved the proposal for the composite scheme of arrangement and amalgamation among Niyogin Fintech Limited (NFL), Niyogin Finserv Limited (newly incorporated 100% subsidiary) and its 51% subsidiary, iServeU (iSU). As a result, both the NBFC business (and associated companies) and iSU will be individually listed. This decision reflects our commitment to creating two distinct, agile, and high-performing entities that can independently focus on their strengths, pursue growth opportunities, and deliver enhanced value to our stakeholders.

Post-demerger, Niyogin Finserv Ltd. will house the operations of the scaling NBFC business (and associated companies), with an expanded emphasis on growing its book, driven by fintech partnerships. The partnership model has provided us with advantages, such as differentiated data for superior underwriting, a low customer acquisition cost (CAC), and an extended reach to underserved customer segments. We will continue to capitalize on these benefits and build a high-margin, scalable lending book powered by data-driven decision-making.

iServeU, will chart its own path, concentrating on its core business areas with autonomy and agility. The iSU business is transitioning to a 'SaaS' based revenue model that minimizes 'pass-through' revenue sharing with partners. This model affords us key growth drivers that are increasingly under our control, providing a stable and predictable growth path as iSU deepens established relationships and introduces new product lines.

Turning to this quarter's performance, it has been subdued. DMT (Domestic Money Transfer) transaction volumes were impacted industry-wide due to the implementation of tighter KYC norms by the regulator. This weakness was partially offset by strong performance in the 'SaaS' vertical, where device deployment held steady in line with guidance, maintaining a run rate of ~50,000 devices per quarter. We saw strong traction in our contract pipeline, which has now grown to approximately ~ 7 lakh devices. We also recorded key wins in the 'SaaS' vertical with new contracts from Bank of Baroda, Axis Bank and Suryoday SFB to name a few.

We are confident that our new strategic initiatives, coupled with the strength of our team, will continue to drive success and help us meet our targets."

## Key Highlights of Q3FY25

- AUM stands at Rs. 241.8 Crores\*, up 2% QoQ
- Total Income grew to Rs. 113.2 Crores in Q3FY25, up 110% YoY and up 55% QoQ
- Adj. Total income\*\* stood at Rs. 60.2 Crores in Q3FY25, up 12% YoY and down 17% QoQ
- Adjusted EBITDA (Ex-ESOP) loss consolidated in Q3FY25 to Rs. 2.0 Crores compared to Rs. 0.5 Crores loss in Q2FY25 and Rs. 1.4 Crores loss in Q3FY24
- Non-GAAP PBT loss was Rs. 4.6 Crores in Q3FY25, compared to Rs. 3.4 Crores loss in Q2FY25 and Rs. 4.5 Crores loss in Q3FY24

\* Including FLDG given for off book exposure of Rs. 21.0 Crores, FLDG commenced in Q4FY24

\*\*Consol Total income, adjusted for the trading cost of inventory in Moneyfront

[www.niyogin.com](http://www.niyogin.com)

**FOR FURTHER DETAILS, PLEASE FEEL FREE TO CONTACT**

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### Disclaimer:

*This press release may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects upon Niyogin and its subsidiaries/associates. These forward-looking statements involve known or unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Forward-looking statements are provided to allow potential investors the opportunity to understand management's beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment. These statements are not guarantees of future performance and undue reliance should not be placed on them. Important factors that could cause actual results to differ materially from our expectations include, amongst other: general economic and business conditions in India, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, change in laws and regulations that apply to NBFCs, increasing competition in and the conditions of the NBFCs, changes in political conditions in India. Neither Niyogin, nor our Directors, or any of our subsidiaries/associates assume any obligation to update any particular forward-looking statement contained in this release. The Company undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws. The reader is cautioned not to place undue reliance on forward-looking statements.*