



# VEEFIN

**Veefin Solutions Ltd.**

(Formerly known as Veefin Solutions Pvt. Ltd.)

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Corporate IT Park, Kirod Road, Near Vidyavihar  
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Contact: +91 90049 17712

CIN: U72900MH2020PTC347893,  
Email ID: [accounts@veefin.com](mailto:accounts@veefin.com)/[finance@veefin.com](mailto:finance@veefin.com)

Date: April 29, 2024

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

**Ref: Scrip Code: 543931**

**ISIN: INEQ0M01015**

**Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation**

Dear Sir/ Ma'am,

Please find attached the Investor Presentation in accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This presentation highlights the financial results of the Company for the half-year and year ending March 31, 2024. It was presented during the Earnings Conference call following the Board of Directors' meeting held on April 29, 2024.

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](http://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

H2 Earnings & Update

**Think SCF. Think Veefin.**

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



# Agenda

1 About Veefin

2 Product Suite

3 Performance Overview

4 Winning in the Market

5 Management Observations



# About **Veefin**

# Numbers that speak for themselves

**5+**

years in existence

**#1**

Supply Chain Finance (SCF) Platform  
in India

**\$25bn**

disbursed via the platform annually –  
a number that is rapidly growing!

**50+**

banks/NBFCs sign-ups on the  
platform. Veefin is poised to not only  
consolidate, but stretch its lead over  
the competition

**40+**

years of cumulative Lending/SCF  
subject matter expertise

**0%**

attrition in the technology function in  
the last 24 months.  
Great Place to Work® certified



# Why Veefin



The world's first onboarding-to-underwriting-to-transaction management-to-loan management SCF platform



The world's first SCF product with a [Single Code Repository](#)



[Pay-as-you-use](#) for lenders of all sizes



[Most comprehensive suite](#) of SCF products on a single platform

## Financial Institutions

**Customizable SCF Programs** – No matter what your client's ask is, once you're with Veefin, you have unlimited freedom to create tailored Supply Chain Finance (SCF) programs that adapt to your clients' dynamic requirements. Our platform offers a range of features that enable you to customize multiple parameters linked to your SCF programs. **Flexibility no one else can offer!**

**Automated Invoice Approval** – Our platform has natively-built automation features, including auto-approval and auto-financing, ensuring that invoices move swiftly through the approval process. With Veefin, you can eliminate time-consuming manual intervention, making **invoice financing faster and more efficient.**

**Dynamic Risk Assessment** – Our platform leverages real-time data and analytics to enable dynamic risk assessment on transactions. This ensures that you can proactively identify and address potential risks associated with your SCF programs, **always safeguarding your financial interests.**

# One product across the Supply Chain

**Irrespective of where you are in the Supply Chain, our SCF solution is built for you!**

## Corporates

Once on the Veefin platform, corporates have access to a comprehensive Procurement and Seller View, allowing them to seamlessly switch between perspectives, and gain detailed insights into the financial value chain, spanning across both the supply and demand sides of the business. Through the platform, stakeholders can generate purchase orders, invoices, and allocate them to suppliers and distributors across the value chain. They can conveniently access a consolidated overview of outstanding transactions, pending requests, and overdue amounts, **all conveniently displayed on a single screen.**

## Suppliers

On the Veefin SCF platform, suppliers have access to an **intuitive digital interface** on which they can securely upload invoices, request financing, and actively track the status of all requests and outstanding invoices. Suppliers have a **single dashboard** of all their businesses across corporate houses onboarded by the Financial Institution.

## Dealers

As a dealer, you have **visibility of all invoices** raised by the Anchor and have access to a **'Request Finance' button** to seamlessly push a financing request through to the financial partner. The dealer also has visibility of all financing done to make sure there is **always transparency**, across the value chain.

# Awards



2023 | 2024

Leadership Club  
Best in Wholesale  
Transaction Banking

Best Digital Lending &  
Collections Implementation

Best Customer and Program  
Impact



Select 200 Companies with  
Global Business Potential



Presented Order of Merit  
for Veefin SCF



Most Innovative Fintech Product of the Year



Technology Leader of the Year



Woman Leader of the Year



# Recognized by **Industry Experts**



The world's only Financial Technology-focused research & consulting firm, [IBS Intelligence](#) has ranked Veefin Solutions as an Industry Leader in the IBSi Supply Chain Finance Spectrum Report, 2023

IBSi Spectrum Matrix for Supply Chain Finance Platforms



Source: IBS Intelligence

“Veefin is a comprehensive SCF technology provider, offering an end-to-end product stack that unifies various requirements into a single platform. Its solution comprises components such as customer onboarding, underwriting, and transaction management, which can be seamlessly integrated with the bank's core banking system. The system can leverage third party APIs for features like eKYC, client data retrieval, and OCR.”

“Veefin's low code workflow manager allows banks to customize workflows for various SCF products, ensuring flexibility and easy modifications to changing market and regulatory requirements at no additional spending for the financial institution. Veefin's recent partnership with the Public Sector Bank Alliance in India provides banks and non-banking financial corporations (NBFCs) streamlined access to SME customers across various platforms, enhancing efficiency and positioning Veefin as one of the industry leaders.”

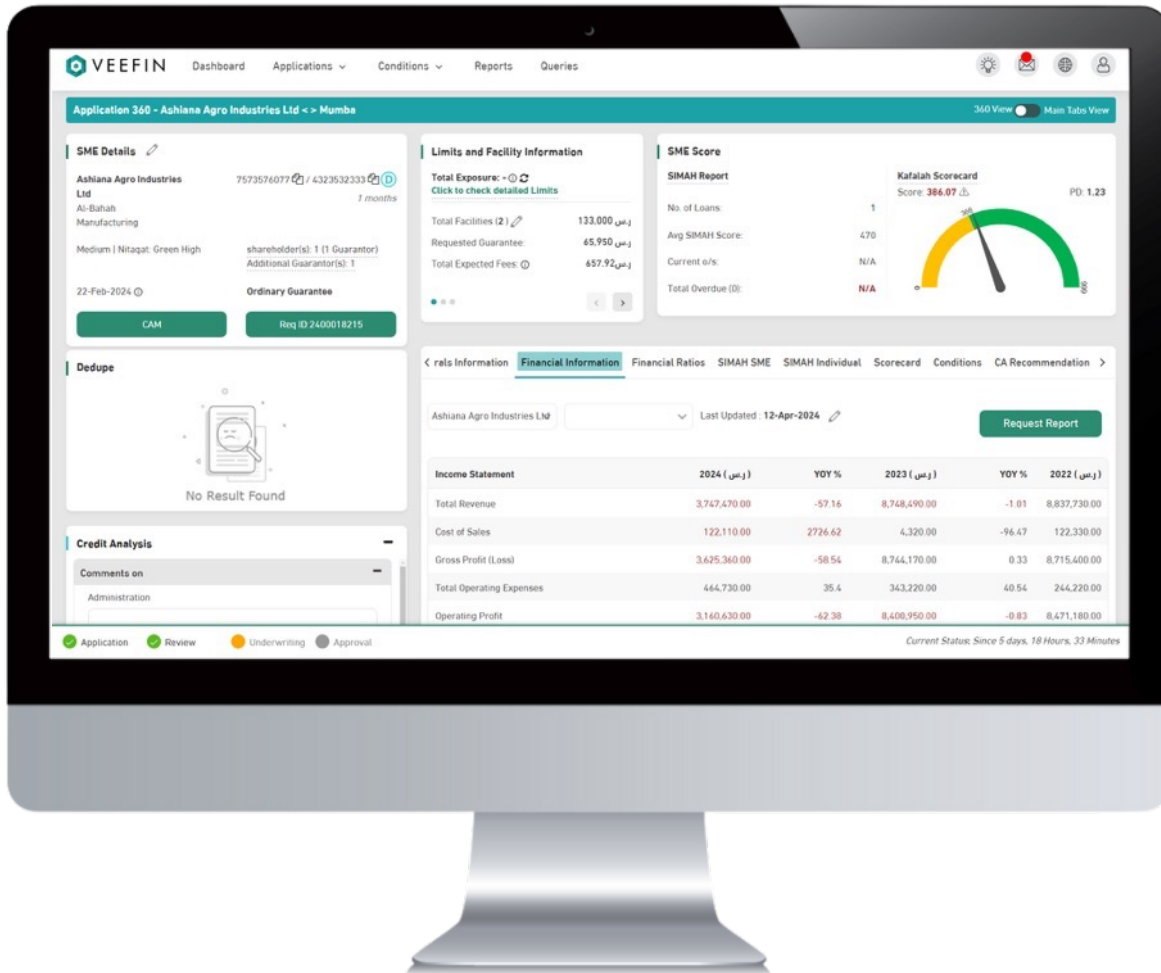
Excerpt from the IBS Intelligence report



A man and a woman are shown in profile, working at a desk in a server room. The man, with a beard and curly hair, is on the left, and the woman, with long hair, is on the right. They are both looking at two computer monitors. The left monitor displays a code editor with syntax-highlighted text, and the right monitor shows a dashboard with various charts and data. The room is dimly lit with blue ambient lighting, and server racks are visible in the background.

Product Suite

# Loan Origination System



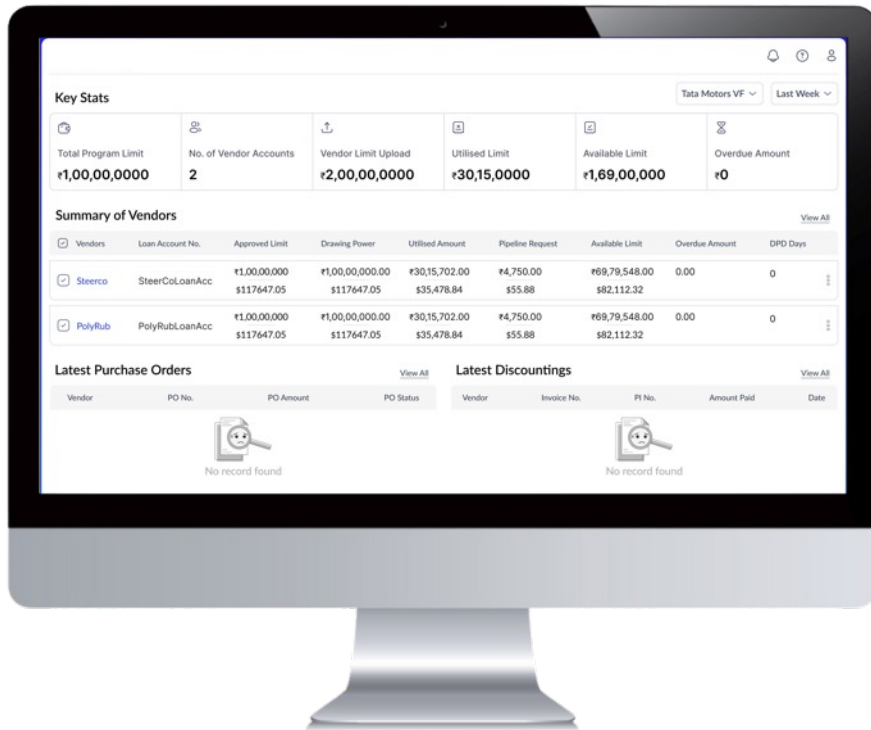
Transform your lending processes with Veefin's unique Low Code SaaS Loan Origination Software (LOS)

With features like lightning-fast onboarding, intuitive drag-and-drop, inherently flexible and scalable, and many more, the Veefin LOS is everything you need. And more

Our lightning-quick Go-To-Market capability, and always-available customer support ensures your business is always running. This way borrowers get flexible and versatile offers, while you benefit from easy process orchestration

# SCF Loan Management System

Comprehensive, end-to-end SCF solution, both for buyers and sellers



The flagship, and most widely-utilised, component within the Veefin platform, it provides a **diverse array of functionalities to financial institutions**, ranging from program management to configuring products for both corporate buy and sell sides. Financial institutions can **customise pre-shipment and post-shipment products** to suit their specific requirements

**Suppliers and Dealers** affiliated with the Anchor also **receive portal access**, empowering them to upload documents and submit them to the Anchor for approval

In essence, our Transaction Management module furnishes financial institutions with a **comprehensive, end-to-end solution for efficiently managing supply chain finance offerings** in a fully digitised and streamlined manner

Be a part of the world's fastest growing SCF platform!



# Loan Management System



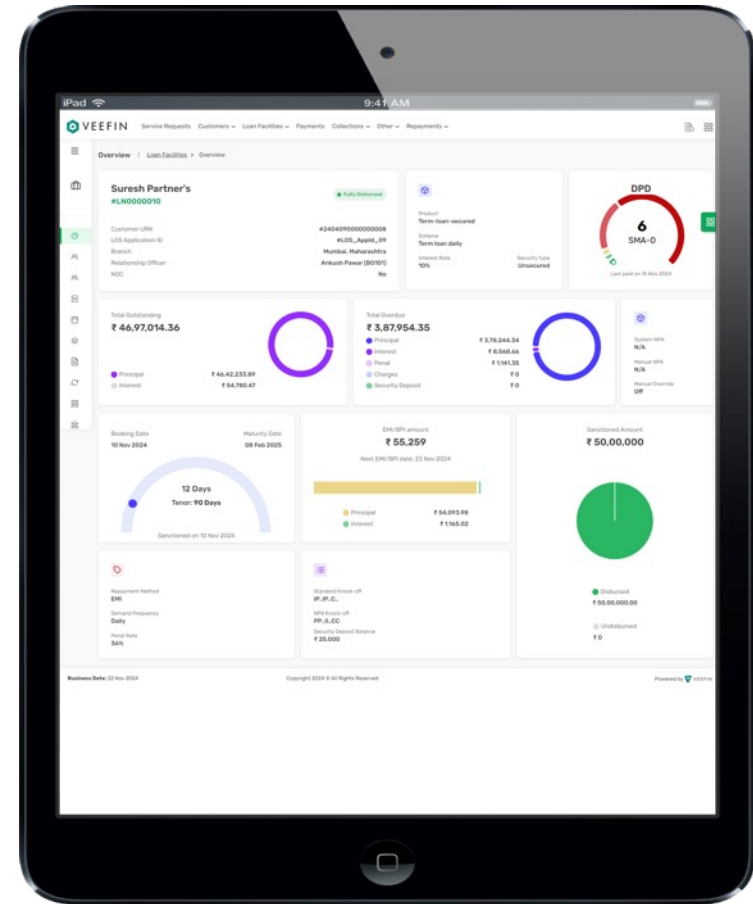
Instinctive workflows & an easy-to-use UI assures quicker employee adoption & faster ROI



Integrated with the Core Banking System to ensure information flows to Collections, and other modules

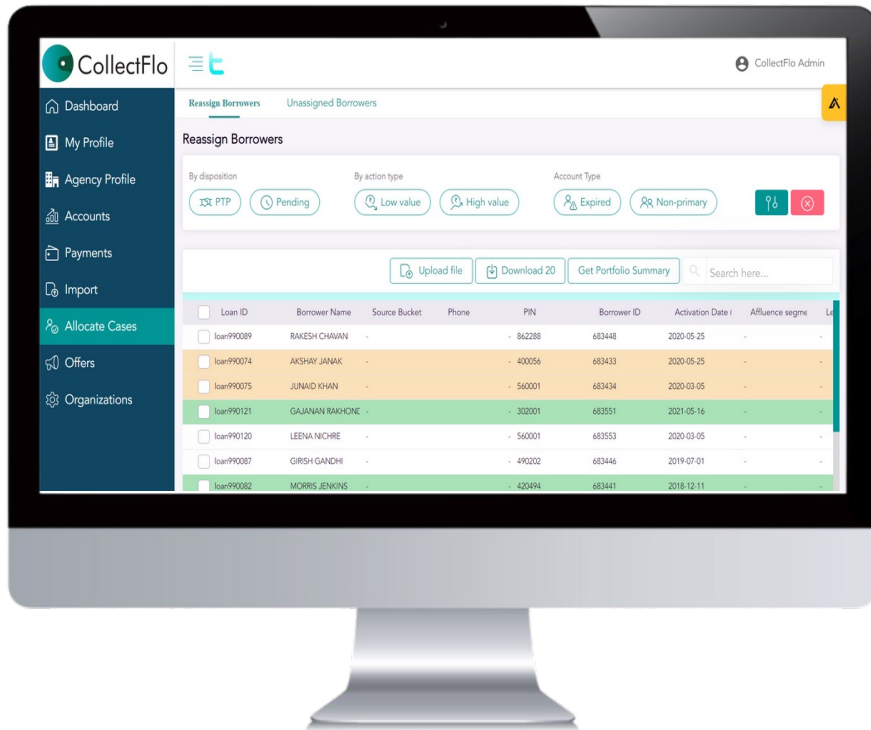


Veefin's LMS lets users create tailor loan products with adjustable interest rate calculation, overdue considerations, and any other associated charges – all with a few clicks!





# CollectFlo | Debt Recovery and Collections



Intuitive debt management **SaaS** software, with the ability to **seamlessly and securely integrate** with the incumbent Loan Origination System



**Automatically assign** accounts or cases to designated collection agents, post upload of data; All communication with borrowers is **updated real-time**



In-built **multilingual communication** capabilities; dashboards provide comprehensive metrics tracking, allowing agents to monitor performance, track KPIs, and **prioritize tasks**

CollectFlo simplifies the debt recovery process with real-time insights and automated case handling

Corporates  
have a 'latent'  
need for  
**Deep Tier  
Supplier  
Finance**



Potential  
Supply Chain  
Savings =

(Annual Purchases –  
Actual Supplier Bill  
Discounting)

x

Average Days  
Payable  
365

x

3-5%



These Savings can be  
shared between the  
Corporates and  
Suppliers through Veefin  
to arrive at a win-win



Safeguard deep  
tiers of your Supply  
Chains by enabling  
low-cost unsecured  
financing



Differentiate your  
Supply Chain and  
become a preferred  
Buyer for your  
suppliers

The battle is not between Corporates, but between their Supply Chains

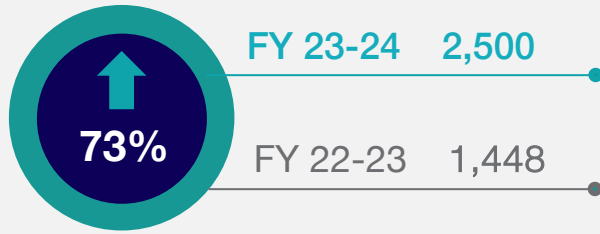


A woman with dark hair, wearing a light-colored button-down shirt, is sitting at a desk in a server room. She is looking intently at several computer monitors. The room is dimly lit with a blueish-green glow from the screens. In the foreground, there are some blurred objects, possibly a coffee cup and some cables. The overall atmosphere is focused and professional.

## Performance Overview

# Strong Growth (consolidated) (in lakhs)

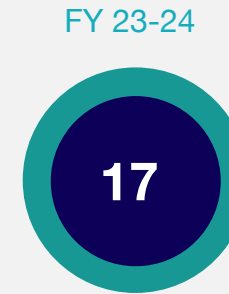
Revenue



Annualized EPS



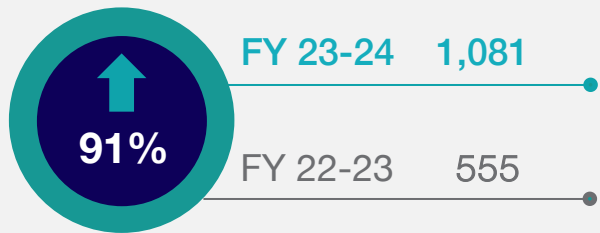
Deal Wins



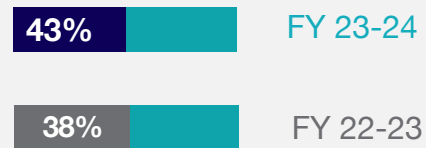
Go-Lives



EBIDTA



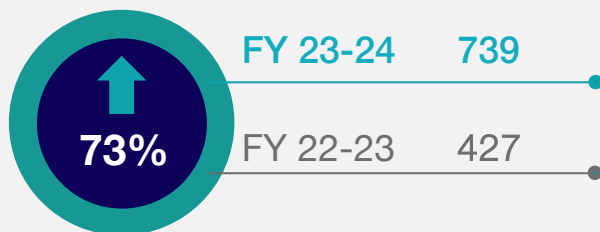
EBIDTA %



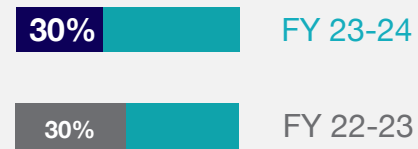
Net DSO



PAT



PAT %



Collections





A group of four business professionals (two men and two women) are gathered in a modern office setting, smiling and holding wine glasses. They are dressed in professional attire, including blazers and blouses. The scene is lit with warm, ambient lighting from a chandelier with multiple glowing bulbs. The background shows large windows and office furniture, creating a sophisticated and celebratory atmosphere.

Winning in the  
Market



# We are focused on a rapidly-growing market

The Digital Lending Market is expected to increase from its estimated value of **INR 88,000 Cr in 2021** to **INR 170,000 Cr by 2026**.

The global supply chain finance market was valued at **INR 50,000 Cr in 2021** and is projected to reach **INR 111,000 Cr by 2031**.

## References:

[MarketsandMarkets](#)

[GFmag](#)

# A very healthy **Pursuits pipeline**



Total pursuits for the year



No. of pursuits where client postponed/shelved the project



No. of new pursuits added during the year



Active pursuits as of 1st April 2024



No. of pursuits WON



No of pursuits LOST

# Stock Performance



as on 31.03.2024

Listed on – 5<sup>th</sup> July 2023

Market Cap – 690 crores

Stock Price – 307

52 week high/low – 409.75 / 85.13

BSE Symbol – VEEFIN | 543931

No. of shares outstanding – 2,25,73,060

Average Daily Volume – 78,738

# Profit & Loss Statement (Consolidated)

Particulars		Rs. In Lakhs			
		Half Year Ended		Year Ended	
		31st March 2023 (Audited)	30th September 2023 (Unaudited)	31st March 2024 (Audited)	31st March 2023 (Audited)
<b>I</b>	Revenue From Operations	1,591.79	905.42	2,497.20	1,407.79
<b>II</b>	Other Income	0.23	1.99	2.22	40.39
<b>III</b>	<b>Total Income (I+ II)</b>	<b>1,592.02</b>	<b>907.41</b>	<b>2,499.42</b>	<b>1,448.18</b>
<b>IV</b>	<b>Expenses:</b>				
	Employee Benefits Expense	375.14	240.16	615.29	505.72
	Software Resource Outsource Charges	13.08	8.09	21.16	16.70
	Software and Server Charges	34.96	29.27	64.22	51.26
	Finance Costs	30.82	3.54	34.36	4.88
	Depreciation and Amortization Expense	71.03	23.07	94.10	22.61
	Other Expenses	225.29	478.16	703.45	314.32
	<b>Total Expenses</b>	<b>750.31</b>	<b>782.28</b>	<b>1,532.59</b>	<b>915.49</b>
<b>V</b>	<b>Profit before exceptional and extraordinary items and tax (III-IV)</b>	<b>841.71</b>	<b>125.13</b>	<b>966.83</b>	<b>532.69</b>
<b>VI</b>	Exceptional Items	-	-	-	-
<b>VII</b>	<b>Profit before extraordinary items and tax (V - VI)</b>	<b>841.71</b>	<b>125.13</b>	<b>966.83</b>	<b>532.69</b>
<b>VIII</b>	Extraordinary Items	-	-	-	-
<b>IX</b>	<b>Profit before tax (VII- VIII)</b>	<b>841.71</b>	<b>125.13</b>	<b>966.83</b>	<b>532.69</b>
<b>X</b>	<b>Tax expense:</b>				
	(1) Current Tax				
	(2) Deferred Tax	200.14	27.35	227.49	94.62
	(3) Short(excess) Provision for Earlier Year	-	-	-	10.39
<b>XI</b>	<b>Profit (Loss) for the period from continuing operations (IX - X)</b>	<b>641.55</b>	<b>97.78</b>	<b>739.34</b>	<b>427.68</b>
<b>XII</b>	<b>Profit/(loss) From Discontinuing Operations</b>	-	-	-	-
<b>XIII</b>	<b>Tax Expense of Discontinuing Operations</b>	-	-	-	-
<b>XIV</b>	<b>Profit/(loss) from Discontinuing operations (after tax) (XII-XIII)</b>	-	-	-	-
<b>XV</b>	<b>Profit (Loss) for the period before Minority Interest (XI+ XIV)</b>	<b>641.55</b>	<b>97.78</b>	<b>739.34</b>	<b>427.68</b>
<b>XVI</b>	<b>Minority Interest</b>	<b>-0.75</b>	-	<b>-0.75</b>	-
<b>XVII</b>	<b>Profit for the year</b>	<b>642.31</b>	<b>97.78</b>	<b>740.09</b>	<b>427.68</b>
<b>XVIII</b>	<b>Earnings per equity Share</b>				
	Basic	-	-	3.60	2.33
	Diluted	-	-	3.29	2.33

# Contact

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**Urja Thakkar**  
Company Secretary

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A photograph of two men in business attire standing in a modern office at night, engaged in conversation. The office is dimly lit with warm, ambient lighting from pendant lamps. In the background, another person is visible sitting at a desk. The overall atmosphere is professional and focused.

**Think SCF. Think Veefin.**

 **VEEFIN**

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

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