

## Solid 1H25 result reflects positive operational and strategic momentum

*On track to meet FY25 Revenue and EBITDA guidance, with 2H25 budget driven by State Bank of India contract uplift and the deployment of White Label ATMs.*

### Key Highlights

Revenue of \$33.9 million (1H24: \$31.8 million) and EBITDA of \$12.9 million (1H24: \$12.6 million), in line with FY25 budget which is weighted towards 2H25.

Secured new merchant deal with Central Bank of India.

Continued expansion of FindiPay, acquiring ~3,000 merchants per month.

Strategic investments in FindiPay, people and systems to support growth.

Statutory net loss after tax of \$3.9 million, representing an adjusted \$860k profit after adding back \$1.6 million expensed in growth initiatives and \$3.16 million in Convertible Debenture cost (1H24: profit \$1.1 million).

On track to meet FY25 guidance with SBI and WLA commencing to deliver 2H25 revenue and EBITDA budget.

Revenue and EBITDA are historically skewed to the second half of the financial year, more so this year with new initiatives coming online. – the beginning of our growth journey.

Digital payments and financial services provider Findi Limited (ASX: FND) (**Findi** or the **Company**) is pleased to announce its financial results for the half year ended 30 September 2024.

Commenting on the results, Findi Executive Chairman Mr Nicholas Smedley said: "It's been another six months of solid execution against our strategy of identifying acquisitions, accelerating our white label strategy and expanding our FindiPay footprint to deliver long term sustainable, and growing returns for our shareholders.

"Transactions per day, a key performance indicator for our ATM business, were abnormally constrained during the first half of FY25 by the general elections that ran for six weeks from 19 April 2024 to 1 June 2024.. In addition to travel restrictions and many additional public holidays the general elections involve various measures restricting and regulating cash transactions.

"The transactions per day have trended back to historical norms following the elections."

"Nonetheless we are firmly on track to deliver on our full-year financial guidance, driven by the State Bank of India (SBI) contract rollout commencing in early December 2024 and the ramp up of Findi-branded White Label ATMs (WLA) expected to commence in the early part of the 2025 calendar year."

FindiPay has continued its strong momentum in FY25, and we plan to expand our offering into six new States, increasing our presence to 12 States and Territories across India by 31 March 2025. FindiPay is currently acquiring around 3,000 merchants per month and is expected to continue benefiting from favourable market conditions and the new team that has been recruited.

"We continue to focus on strengthening the Company's leadership team and enterprise systems to position the business for the integration of the Indicash acquisition and deliver our operational growth objectives. \$1.6 million was invested in growth initiatives during the half, including; C-Suite staff, ERP enhancements, IT enhancements, office expansion and best practice governance measures."

"The IPO of our subsidiary TSI India on the Bombay Stock Exchange in 2026 remains on schedule. We expect to appoint lead brokers for the IPO shortly and plan to lodge our IPO application with the Securities and Exchange Board of India in the second half of the 2026 financial year.

"We have a clearly defined growth strategy and the continual increase in the breadth of Findi services, the diversity of our operations and our scalability keeps the Company well on track to becoming a leading transaction banking services provider across all of India", Mr Smedley said.

### Financial Highlights

Findi recorded revenue of \$33.9 million for the half year to 30 September 2024, EBITDA of \$12.9 million and a \$3.9 million operating loss after expensing \$1.6 million in growth initiatives and \$3.16 million in relation to the Piramal Convertible Debentures, a normalised \$860k (September 2023 profit of \$1.1 million.)

The Transaction Solutions International (India) Pvt Ltd (**TSI**) team are very pleased to have now received the SBI purchase orders to commence deployment of the renewed contract in early December 2024. *Refer to announcement dated 3 November 2023 for further detail.*

Findi maintains a solid financial position, with \$95 million cash or \$33.3 million net cash after

- \$62.2 million corporate debt;
- \$2.45 million corporate debt reduction,
- \$1.36 million in capex; and
- \$1.20 million of bank guarantee payments (paid 7 years in advance).

Findi is well funded within its existing debt facilities to continue to deliver its growth initiatives.

Gross corporate debt continues to be amortised with a reduction of \$2.45 million in principal paid during the half (or a \$6.5 million reduction in gross debt including favourable currency movements).

### Operational Highlights

During the period, Findi (via TSI) was granted provisional authorisation to set up, own and operate White Label ATMs (**Provisional White Label Licence**) by India's central bank and banking regulator, the Reserve Bank of India (**RBI**). *Refer to announcement dated 15 April 2024 for further detail.* The Provisional White Label Licence was conditional upon TSI India fulfilling the RBI System Audit Report (SAR) requirements by September 2024.

While applying for the TSI India White Label Licence and fulfilling the SAR requirements, TSI was in discussions and due diligence with Tata Communications Ltd (**Tata Communications**) regarding the acquisition of Tata Communications Payment Solutions Ltd (**TCPSL** or **Indicash**), a wholly owned and White Label-licensed subsidiary of Tata Communications. Subsequent to the reporting period, Findi announced that TSI had entered into a binding deal to acquire TCPSL. *Refer below and to announcement dated 15 November 2024 for further detail.*

TSI fulfilled all Provisional White Label Licence SAR requirements by August 2024 however this application has now been paused as TCPSL's white label licence will transfer to TSI India as part of the acquisition. The TCPSL white label licence transfer is subject to RBI approval.

While Findi had initially expected to roll out White Label ATMs under its own licence, the roll out of White Label ATMs has been deferred until the completion of the TCPSL acquisition (i.e., under the transferred TCPSL licence), which is expected to complete early in the 2025 calendar year.

The Company is confident that the additional time required for the approval of the transfer of the TCPSL licence to Findi will benefit the Company over the long term. Findi forecasts 6,000+ active White Label ATMs under management by March 2025 and 11,000 by March 2026.

During the first half, Findi also secured a new merchant deal with the Central Bank of India (CBI) for the operation of banking correspondent locations to be known as 'BC Max' Centres. Each site will be co-branded with CBI and FindiPay and with on-site CBI staff offering an additional 35 CBI products and services alongside Findi's existing merchant service offering.

Each co-branded merchant location will be effectively transformed into a one-stop banking service hub providing extended hours branch-like experience for customers with enhanced banking services offered by the bank. Customers will have the choice of self-service or staff assistance.

The initial 25 locations are part of a pilot program in advance of the roll-out of additional BC Max Centres across India.

Findi will generate an assured revenue from each location and will drive Banking Transactions to receive a fee for services across all CBI banking products and services offered at each BC Max Centre.

#### **Events Subsequent to 30 September 2024**

Subsequent to the end of the reporting period, Findi announced that TSI had secured an agreement with CBI for the deployment of a further 638 ATMs. This agreement represents an additional 25% to the 2,550 ATMs awarded in March 2022, and is inclusive of supply, site preparation, installation, commissioning, e-surveillance and ongoing servicing and support. The agreement is for a term of 5 years, ending in September 2029 and is extendable for a further 2 years by CBI. Findi estimates that following the full deployment of the additional 638 ATMs an additional \$5-6 million of annual revenue and \$2-2.5 million of annual EBITDA will be generated. *Refer to announcement dated 2 October 2024 for further detail.*

Findi also announced that TSI had entered into a binding deal to acquire Tata Communications' White Label ATM business, TCPSL for \$75.7 million gross consideration. The acquisition is a key strategic milestone for Findi's ATM business as it will deliver Findi 4,600 Indicash ATMs, as well as a White Label ATM platform with licence, payments switch, and an additional 3,000 ATMs to be deployed via White Label, providing Findi with immediate additional scale. The acquisition is expected to deliver FY26 revenue in the range of \$28-30 million, FY26 EBITDA in the range of \$5-7 million and FY26 NPAT in the range of \$2-4 million. The acquisition is subject to approval from the Reserve Bank of India (RBI) and completion of other conditions precedent under the transaction documentation. *Refer to announcement dated 15 November for further detail.*

#### **FY5 Outlook & Guidance**

Findi is pleased to reaffirm its previously stated FY25 guidance of revenue in the range of \$80-90 million and EBITDA in the range of \$30-35 million.

Growth in Findi's revenue and EBITDA in 2H25 are expected to be driven by the new 10-year agreement with SBI and the deployment of White Label ATMs under the transferred TCPSL licence.

Revenue and EBITDA are traditionally weighted to the second half of the financial year. This annual trend is magnified this year with SBI and WLA due to commence in the second half. We expect the TCPSL acquisition will be completed by early CY2025.

Further details are provided in the Appendix 4D and 1H25 Results and FY25 Guidance Presentation.

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*Authorised for release by the Board of Findi Limited.*

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