

Findi Limited Annual General Meeting 2024 – Chairman's Address

Introductory Remarks

Good morning and welcome everyone.

I would like to start by introducing my fellow directors, Jason Titman and Simon Vertullo. I would also like to welcome our Chief Financial Officer Alastair Williams who has joined us in person here today.

Also participating in today's meeting representing Findi's auditors is Chris Nicoloff of Hall Chadwick, and Company Secretary Nova Taylor.

FY24 Financial Performance

The 2024 financial year was a transformational year for Findi with our Company delivering a record financial performance.

Revenue increased by 22.1 per cent to a record \$66.5 million, driven by the solid performance of our core ATM business and continued growth of FindiPay's merchant network.

EBITDA increased by 63 per cent to \$27.7 million and Net Profit After Tax was \$4 million compared to the \$2.4 million we reported last year. Findi also generated \$26.7 million in net cash flow from operating activities.

FY24 Operational Highlights

The financial year ended 31 March 2024 was a significant period of growth for Findi. The Board and management team successfully delivered several strategic milestones during this period, which has pleasingly resulted in strong share price appreciation.

A key highlight of the 2024 financial year was the retention and extension of our contract with India's largest bank, the State Bank of India (SBI). Findi had been providing ATMs for SBI through a third-party outsourcing contract, which was due to expire in December 2023. This new 10-year contract allows Findi to contract directly with SBI and is an important cornerstone in Findi's long-term strategy in India which will see the Company provide 4,219 ATMs in India and generate up to \$620 million in revenue and \$280 million in EBITDA over the term of the contract.

Findi also secured provisional authorisation to set up, own and operate White Label ATMs from India's central bank and banking regulator, the Reserve Bank of India. This licence will facilitate the execution of the FindiPay and White Label ATM strategy, as a financial ecosystem is created with our merchant network through deploying Findi-branded ATMs in semi-urban and rural India. In the first phase, around 3,912 retired SBI ATMs will be redeployed in Findi's White Label ATM network, and is expected to yield incremental revenue of more than \$25 million and EBITDA in excess of \$7 million per annum.

The White Label ATM licence, together with the SBI contract, establish the foundation for Findi to build greater scale, develop a broader service offering and strengthen our competitive position going forward, as the Company evolves into its aspiration to become a full-service digital bank.

A key focus of our corporate strategy is supporting the Indian Government's National Mission for Financial Inclusion policy through our digital banking and ATM solutions provided to institutions, businesses and individuals across India, particularly in rural and semi-urban areas, where Findi is a dominant player. We believe our business

model is helping take India from the cash economy into the digital economy and we are focused on building a sustainable company, which is fundamental for generating long-term value for shareholders.

India is the world's third largest economy in purchasing power parity, and while global growth is expected to slow from 2.6 per cent last year to 2.4 per cent in 2024, the Indian economy grew by 7.6 per cent in the 12 months to the third quarter of 2023 and has an expected annual growth rate of 6 per cent or more for the rest of this decade. The continued growth of cash in circulation, and as an increasing amount of GDP, gives the Board and Indian management confidence that we will experience continued growth in our ATM operations well into the next decade and beyond.

On the digital front, India's national e-commerce policy, the development of a digital industrial policy and the Digital India Program have significantly accelerated the growth of India's digital economy, which has outpaced that of the overall economy, growing 2.4 times faster.

Capital Management

An important element of Findi's growth strategy is a disciplined approach to capital management.

In a defining moment for our Company, Findi's Indian subsidiary TSI India raised \$37.6 million via placement to leading Indian investment group, Piramal Alternatives of Compulsory Convertible Debentures, which are convertible to equity at IPO. These monies are to be used to support TSI India's strategy, particularly acquisitions to fast-track the scaling of the business.

The IPO of TSI India on the Bombay Stock Exchange in 2026 remains on track. Lead brokers for the IPO have been shortlisted and will be appointed by the end of this calendar year. This will be followed by the lodgement of our IPO application with the Securities and Exchange Board of India in 2025.

In the first half of the 2024 financial year, the Findi Board announced the introduction of our dividend policy. The Board has determined that no dividend will be declared for the financial year ended 31 March 2024 to provide the Company with the ability to take advantage of the significant growth opportunities ahead of us, including the roll-out of our White Label ATM strategy and value-accretive acquisitions, as well as investments in the growth of the business.

It gives me great pleasure that the current financial strength of Findi means that our new SBI contract capital deployment is fully funded along with the next two targeted acquisitions, allowing for significant growth in shareholder value without the need for further capital.

Outlook

Findi's record 2024 financial year has laid the groundwork for further improvement of Findi's operating and financial performance in the current financial year, with Findi well positioned to take advantage of the evolving digital banking, payments and financial services landscape in India.

Our Board and management team are committed to leveraging the strong growth momentum already underway.

This initiative is further evidence of our determination to continue to deliver sustainable growth in the 2025 financial year by accelerating the execution of Findi's strategic imperatives.

We continuously pursue and evaluate acquisition opportunities, and we are well progressed on due diligence for acquisitions that will scale up our ATM network and digital businesses.

The expansion of the FindiPay digital payments system is a key focus and we anticipate rolling out FindiPay across six new States, taking FindiPay's exposure to 12 States and Territories across India during the 2025 financial year.

The award of the provisional White Label ATM licence will also allow us to fast-track the roll-out of higher margin Findi-branded ATMs across rural and regional India.

The 2025 financial year will also see investment in our systems and people to support our growth. In September, we will embark on a system transformation program to rationalise our existing internal systems and create an integrated ERP platform that will unlock efficiencies in how we operate as a business. We are also in the process of appointing a number of C-suite hires across the FindiPay, White Label and Finance teams to drive operational growth.

As you can appreciate, the near-term for Findi will require focus across many fronts and as a result, I have assumed the role of Executive Chairman to guide and strengthen our leadership team to deliver on our key strategic initiatives, particularly the IPO of TSI India and the execution of our acquisition pipeline.

The delivery of these initiatives, together with the full-year impact of key milestones achieved in the 2024 financial year, is expected to drive further significant increases to Findi's key financial metrics for the 2025 financial year and beyond.

The Company expects to report revenue in the range of \$80-90 million and EBITDA in the range of \$30-35 million for the 2025 financial year.

Closing Remarks

In closing, I would like to thank my Board colleagues for their commitment and contribution during the year.

On behalf of the directors, I extend my appreciation to Monhish, Deepak and all of our team on the ground in India for their efforts in making the 2024 financial year a great one for Findi.

Finally, we thank you, our shareholders, for your continued trust, patience and support, which is never taken for granted.

Findi's future prospects are bright and we have every reason to be optimistic for 2025 and beyond as we work to deliver the full suite of basic financial services solutions to India's underbanked and enhance shareholder value.

Authorised for release by the Board of Findi Limited.

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