Company Name: Veefin Solutions Ltd

Quarter under review: Q4-FY26

Veefin Solutions Ltd– Q4-FY26/FY26 Concall Highlights:

Veefin Solutions Ltd. (Consolidated)						
INR In Mn	Q4-FY26	Q3-FY26	Q-o-Q	FY26	FY25	Y-o-Y
Operational Income	1,314	1,037	26.6%	3,451	786	339.1%
EBITDA	343	207	65.7%	752	245	207.2%
EBITDA M (%)	26.12%	19.96%	616 bps	21.78%	31.12%	-934 bps
PAT	160	78	105.4%	320	163	96.6%
PAT M (%)	12.17%	7.50%	467 bps	9.26%	20.69%	-1143 bps
Diluted EPS	3.10	2.80	10.7%	8.82	5.41	63.0%

Operational Highlights:

- Transitioning from a single-product supply chain finance (SCF) company into a broader BFSI technology platform with products across lending, transaction banking, collections, risk management, and GenAI solutions.
- Product suite now includes SCF, trade finance, cash management, internet banking, LOS, LMS, collections, fraud & risk management, and AI-led solutions.
- Most newly developed banking products became commercially ready during FY26 after multi-year investments.
- The amalgamation process for eZStori5 and Globe TF has moved to the NCLT stage following BSE and SEBI approvals.
- All products are being built on a unified "Veefin 4.0" architecture to improve scalability, integrations, and cross-selling capabilities.
- Supply chain finance continues to act as the strategic entry point for selling adjacent banking solutions to existing clients.
- Qualified enterprise pipeline expanded to nearly USD 80 million across 58 banking opportunities, with around 75% coming from non-SCF products.
- Approximately 70% of the pipeline is international, mainly across Southeast Asia, the Middle East, and South Asia.
- Nearly half of the active banking opportunities involve evaluation of multiple products simultaneously.
- At least 25% of the current qualified pipeline is expected to convert over the next six months.FY27 focus will shift toward execution, monetization, implementation, and cross-selling rather than new product creation.
- PSB Exchange is transitioning from platform build-out to transaction throughput scaling, with 32 lender integrations and 42 sourcing partner integrations under progress.
- Around 88 corporate deals are active on the PSB Exchange platform, with financing requirements of INR 22,000 crore and approved limits of INR 5,400 crore.
- Supplier and dealer onboarding is expected to accelerate financing disbursement activity, while the PSB Exchange exclusivity arrangement remains valid for seven years from onboarding of the first bank.
- Product-related capex intensity is expected to decline in FY27 as the major investment cycle nears completion, DSO improved to 99 days from 130 days last year, and the securitization initiative has been temporarily deprioritized to focus on larger near-term opportunities.

Key Questions & Answers discussed during the Concall:

- **What conversion rate does management expect from the USD 80 million pipeline?** The conversion ratio for the USD 80 million qualified pipeline is expected to be meaningfully higher than one-third, and we expect at least 25% of the current pipeline to convert into actual business over the next six months, supported by strong traction across multiple banking opportunities and products.

- **What is the current status of transaction volumes on PSB Exchange?** The PSB Exchange platform is currently in the stage where banks are approving financing limits for anchor corporates, which is the most critical part of the onboarding process. Once these approved limits are further bifurcated and allocated among suppliers and dealers linked to the anchor corporates, financing requests and disbursement activity are expected to scale up significantly, leading to a meaningful increase in transaction throughput on the platform.

- **Will promoter shareholding increase after the amalgamation process?** Promoter shareholding in the merged entity is expected to increase to approximately 39.4% upon completion of the proposed amalgamation process and the full exercise of outstanding warrants, reflecting continued long-term commitment and alignment with the company's future growth strategy.

- **What is the status of international PSB Exchange opportunities?** Six international markets have engaged in active discussions with these countries. We expect a few of these opportunities to shown interest in adopting a platform similar to PSB Exchange through joint venture structures, and we are currently progress meaningfully during FY27 as global interest in digital financing ecosystem platforms continues to increase.

- **Why is management reducing focus on securitization initiatives?** The securitization initiative would require creating and developing an entirely new market ecosystem, which could involve longer gestation periods and higher execution uncertainty in the current global macroeconomic environment. As a result, we have temporarily deprioritized this initiative and are instead focusing on larger, more scalable, and near-term monetization opportunities across our existing product portfolio and banking platform ecosystem.

- **Can LMS and LOS products support retail lending as well?** While our primary focus continues to remain on the corporate banking segment, our technology platforms are also capable of supporting a wide range of retail lending products. These include term loans, overdraft facilities, cash credit (CC), and several other lending categories. Since the platforms have already been built with scalable product architecture, extending them to retail use cases becomes relatively easier and also creates additional cross-selling opportunities with existing banking clients.

- **What is driving the increase in receivables?** Increase in receivables during FY26 was primarily driven by the strong scale-up in business operations and the significant expansion in our overall revenue base and project pipeline. Despite the higher absolute receivables, our collections efficiency improved meaningfully, with DSO reducing to approximately 99 days from nearly 130 days in the previous year. This improvement reflects tighter working capital management, better collection processes, and improved execution discipline as the business continues to scale.

- **Why have borrowings increased during FY26?** Apparent increase in short-term borrowings was largely due to the reclassification of a portion of long-term debt into short-term liabilities as certain borrowings approached their maturity timelines. Therefore, the increase does not reflect a significant rise in incremental debt. We also highlighted that the additional borrowings undertaken during the year were primarily utilized toward strategic investments, including acquisitions such as White Rivers Media and continued investments in building proprietary product IPs and technology capabilities across the platform.

Key Participants:
- *Amit Mehendale – RoboCapital*
- *Matthew Harris – Seven Canyons Advisors*
- *Siddharth Zavery – Piramal Finance*
- *Peter Nelson – Citi Group*