

To  
**The National Stock Exchange of India Limited**  
The Listing Department,  
Bandra Kurla Complex,  
Mumbai- 400051.  
Scrip Symbol- **RNFI**

**Date: 12-11-2024**

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

Dear Sir/Madam,

In pursuance of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the Reviewed Financial Results for the half year ended September 30, 2024.

This Investor Presentation may also be accessed on the website of the Company at [www.rnfiservices.com](http://www.rnfiservices.com)

This is for your information and record.

**For RNFI Services Limited**  
**(Formerly Known as RNFI Services Pvt Ltd)**

**Ranveer Khyaliya**  
Digitally signed by  
Ranveer Khyaliya  
Date: 2024.11.12  
18:25:00 +05'30'

**Ranveer Khyaliya**  
**Chairman & Managing Director**  
**DIN: 07290203**



011- 4920 - 7777



[www.rnfiservices.com](http://www.rnfiservices.com)  
[info@rnfiservices.com](mailto:info@rnfiservices.com)



**RNFI SERVICES LIMITED**

(Formerly Known as RNFI Services Pvt. Ltd.)

UG-5, Relipay House, Plot No - 42, DLF  
Industrial Area, Kirti Nagar, New Delhi - 110015

CIN NO - L74140DL2015PLC286390



# RNFI SERVICES LIMITED



2015 - PRESENT

**DISRUPTING LAST MILE  
SERVICE DELIVERY AND  
STAFFING ECOSYSTEM**

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



October 2024

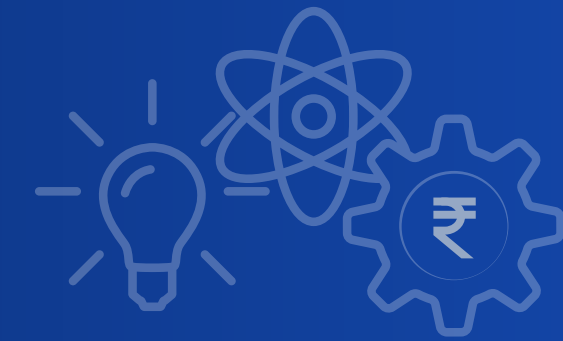
## OBLIGATORY DISCLOSURE

This presentation, along with the accompanying slides (collectively referred to as the “Presentation”), has been created by **RNFI Services Limited** (the “Company”) solely for informational purposes. It does not constitute an offer, recommendation, or invitation to buy or subscribe to any securities and should not be relied upon as the basis for any contractual or binding commitment. The Company will only make an offering of its securities through a statutory offering document that includes comprehensive information about the Company.

The Company has prepared this Presentation using information and data it considers reliable. However, the Company does not make any express or implied representation or warranty regarding the truth, accuracy, completeness, fairness, or reasonableness of its contents, and reliance should not be placed on them. This Presentation may not be exhaustive and might not include all the information that could be deemed material. The Company expressly disclaims any liability for the contents or any omissions.

Additionally, this Presentation contains forward-looking statements about the Company’s future business prospects and profitability, which involve a variety of risks and uncertainties. Actual results may differ significantly from those expressed in these statements. Factors contributing to these risks and uncertainties include, but are not limited to, fluctuations in earnings, the Company’s ability to manage growth, competition both within India and internationally, economic conditions in India and abroad, the ability to attract and retain skilled professionals, contract-related time and cost overruns, management of international operations, government policies and regulations, and prevailing interest and fiscal costs. The Company does not commit to making announcements should any of these forward-looking statements prove materially inaccurate or to updating them in the future.

# CORE FUNCTIONS



## BUSINESS MODEL

01

### Bridging the Last-Mile Gap with Localized Staffing Solutions

Staffing for last-mile services is challenging, as the vast geography of our country limits access to remote areas, making it hard for banks and organizations to reach customers. Relipay fills this gap by appointing **Sahayaks** to deliver essential services and products to these communities.

02

### Reliable Results with Relipay

Despite substantial spending on staffing companies, results are often not guaranteed. In contrast, Relipay has a proven track record of client satisfaction through our **Relipay Sahayaks**, offering efficient and cost-effective solutions tailored to meet client needs.

03

### Outcome Driven Model

We aim to transform the industry by offering innovative last-mile delivery and staffing solutions, with **Relipay Sahayaks** at the forefront. These individual entrepreneurs operate on a **outcome-driven model**, ensuring efficient and reliable service.

04

### Offering diversified staffing solutions

We offer Financial Services solutions for sectors such as KYC verification, payments, debt collection, physical verification, insurance, forex delivery, cash management, EMI collection, and more.

**WE PLAN TO FORAY INTO OTHER INDUSTRIES VERY SOON**

# KEY VALUE PROPOSITION

## SCALE

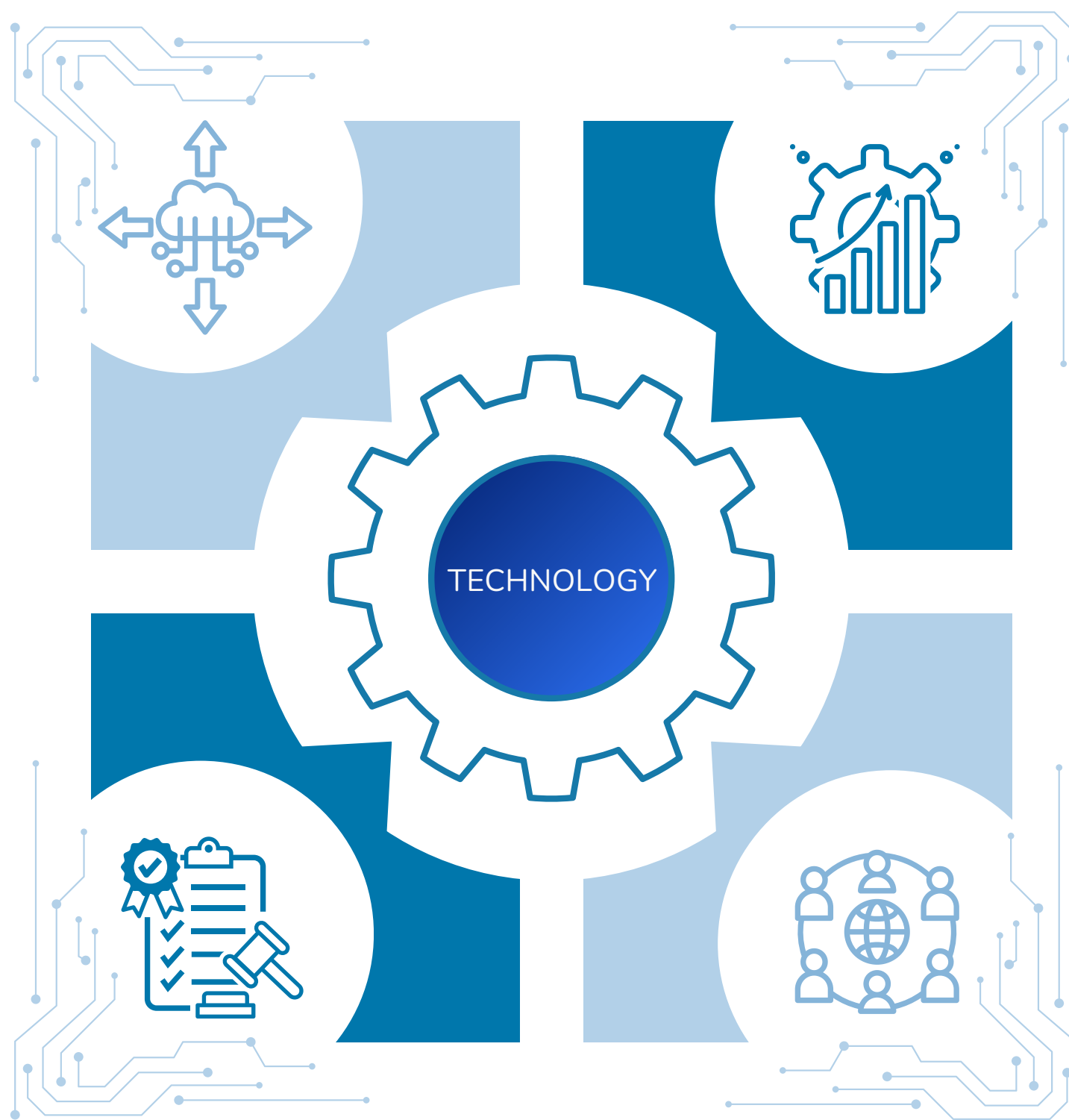
01

Having vast network of **4.6 Lakh Relipay Sahayaks** resulting in nationwide reach.

## COMPLIANCE

03

Strict adherence to applicable regulatory laws.



02

## PRODUCTIVITY

Enhancing Productivity by Leveraging Technology

04

## DIVERSIFICATION

Broad portfolio of clients and products resulting in scalable income.

# RNFI IN A GLIMPSE

Profit After tax (PAT) grew by **59%** for the Half year ending September 30, 2024, with a reported EBITDA margin of **4%**.



Proprietary application and platform featuring a comprehensive range of products.

Seasoned management team and board.



Active Relipay Sahayaks grew by **19%** for the H1 FY25

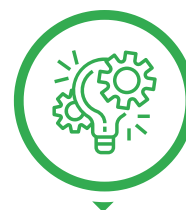


Currently working with **7** Private Sector banks, **6** Public Sector banks, **4** Small Finance banks, **3** Payment banks, **29** NBFCs, **12** MFIs & **9** Financial Institutions.



Diversified into multiple regulated and non regulated businesses through multiple subsidiaries.

Self - engineered technology with a robust network effect.

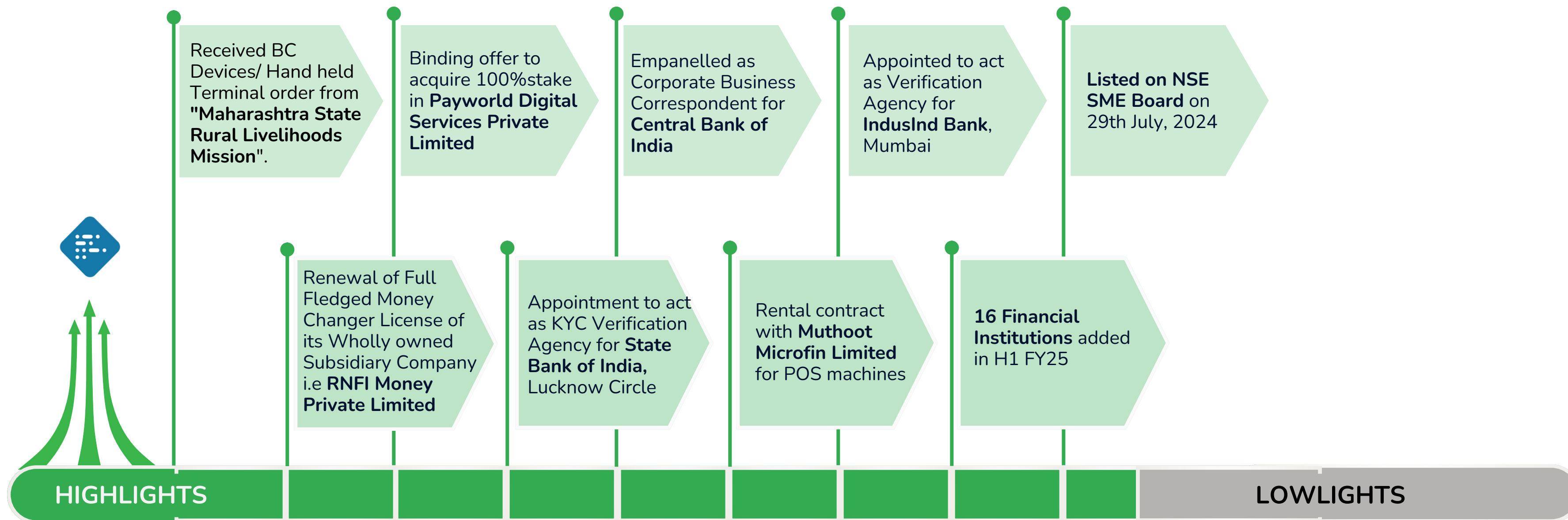


Business model with multiple revenue resources.



**RNFI**  
in a  
**GLIMPSE**

## MAJOR EVENTS (H1 FY25)



Received BC Devices/ Hand held Terminal order from "Maharashtra State Rural Livelihoods Mission".

Binding offer to acquire 100% stake in **Payworld Digital Services Private Limited**

Empanelled as Corporate Business Correspondent for **Central Bank of India**

Appointed to act as Verification Agency for **IndusInd Bank, Mumbai**

**Listed on NSE SME Board** on 29th July, 2024

Renewal of Full Fledged Money Changer License of its Wholly owned Subsidiary Company i.e **RNFI Money Private Limited**

Appointment to act as KYC Verification Agency for **State Bank of India, Lucknow Circle**

Rental contract with **Muthoot Microfin Limited** for POS machines

**16 Financial Institutions** added in H1 FY25

Demand order of Rs. 17,00,819/- from the Office of Deputy /Assistant Commissioner, CGST & CX, Kirti Nagar, Delhi. We are in process of filing Appeal.

Demand Order of Rs. 4,20,085/- received from office of the Commissioner of Central Tax Audit-II to our Subsidiary company Paysprint Pvt. Ltd. Against which Demand has been Paid.

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# JOURNEY OF RNFI GROUP



# MANAGEMENT TEAM AND BOARD

 <p><b>Chairman and Managing Director</b></p> <p>09 &gt; 11</p> <p><b>Ranveer Khyaliya</b></p> <p>Education &amp; Past Experience</p> <p>Masters in Computer Applications from Amity University, Rajasthan. Have worked with a digital solution providers.</p>	 <p><b>Chief Strategy Officer</b></p> <p>09 &gt; 30</p> <p><b>Simran Singh</b></p> <p>Education &amp; Past Experience</p> <p>Engineering program drop-out from Bharti Vidyapeeth Pune. Having worked in various tech innovation firms, fintech &amp; construction companies.</p>	 <p><b>Executive Director</b></p> <p>03 &gt; 22</p> <p><b>Rahul Srivastava</b></p> <p>Education &amp; Past Experience</p> <p>MBA professional degree holder in Marketing from Mumbai University. Holds experience of working in multiple banks such as HDFC, IDBI, Yes Bank etc.</p>	 <p><b>Executive Director</b></p> <p>03 &gt; 20</p> <p><b>Kirandeep Singh</b></p> <p>Education &amp; Past Experience</p> <p>PGDBM (Marketing &amp; Finance) degree holder from Guru Nanak Institute of Management, New Delhi. Worked in multiple banks and corporates such as ICICI, HDFC, CMS Infosystems, Lyra Networks etc.</p>	 <p><b>Executive Director</b></p> <p>07 &gt; 20</p> <p><b>Deepankar Aggarwal</b></p> <p>Education &amp; Past Experience</p> <p>B.Com Graduate from Delhi University. Have overseen operations in several organizations, such as Crystal Televentures Pvt Ltd.</p>
 <p><b>Chief Financial Officer</b></p> <p>05 &gt; 10</p> <p><b>Nimesh Khandelwal</b></p> <p>Education &amp; Past Experience</p> <p>Chartered Account. Have worked with SMC Global Securities Limited &amp; Zipgo Technologies Private Limited</p>	 <p><b>Chief Technical Officer</b></p> <p>09 &gt; 11</p> <p><b>Nitesh Kumar Sharma</b></p> <p>Education &amp; Past Experience</p> <p>B. Tech Graduate. Have worked with a digital solution providers.</p>	 <p><b>Chief Operating Officer</b></p> <p>09 &gt; 20</p> <p><b>Raman Bhalla</b></p> <p>Education &amp; Past Experience</p> <p>B.Com Graduate from Delhi University. Having worked in various tech innovation firms.</p>	 <p><b>Chief Growth Officer</b></p> <p>01 &gt; 30</p> <p><b>Ajay Kumar</b></p> <p>Education &amp; Past Experience</p> <p>MBA Marketing. Have worked with Bajaj Allianz Life Insurance, Reliance Communication, Spice money</p>	 <p><b>Chief Distribution Officer</b></p> <p>04 &gt; 18</p> <p><b>Amitesh Kumar</b></p> <p>Education &amp; Past Experience</p> <p>MBA from Bharti Vidyapeeth. Have worked with Reliance Communication, Tata Teleservices Ltd, EKO India Financial Services Ltd.,</p>

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■ Years at RNFI Services Limited
 ■ Total Years of Experience

# BOARD OF DIRECTORS



Independent Director

**Mr. Avtar Singh Monga**

- Associated with our Company since November, 2023.
- 41+ years of experience in the financial/banking sector.
- He has previously worked with the Bank of America at various positions, including as Global head- Managing Director for Global Business Solution Department.



Independent Director

**Mr. Sunil Kulkarni**

- Associated with the Company since November, 2023.
- Bachelors of Engineering in Electronics and Communication Engineering from University of Jodhpur.
- He has over 37 years of experience across various fields such as finance, business development, product management, and financial technology.



Independent Director

**Mr. Ashok Kumar Sinha**

- Associated with the Company since November , 2023.
- He has over 44 years of experience in the fields of civil service, taxation and finance.
- Previously worked with the Indian Revenue Services holding various positions having retired as Principal Chief Commissioner of Income Tax, and subsequently joined the In Settlement Commission at Delhi.

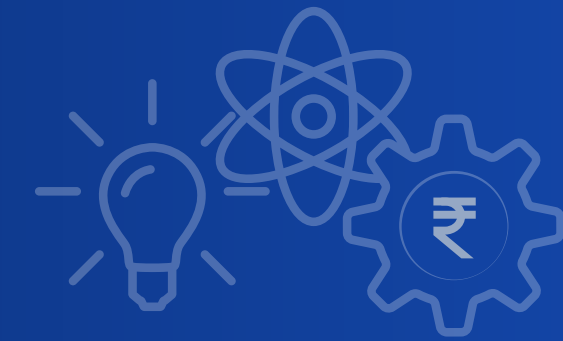


Independent Director

**Mrs. Mona Kapoor**

- She has been associated with our Company since December, 2023.
- Bachelors of Science in Physics from University of Pune. Post Graduate Diploma in Business Management.
- She has over 18 years of experience cross various sectors including financial inclusion advisory, banking, payments and sectors.

# SUCCESS INDICATORS



# PERFORMANCE METRICS

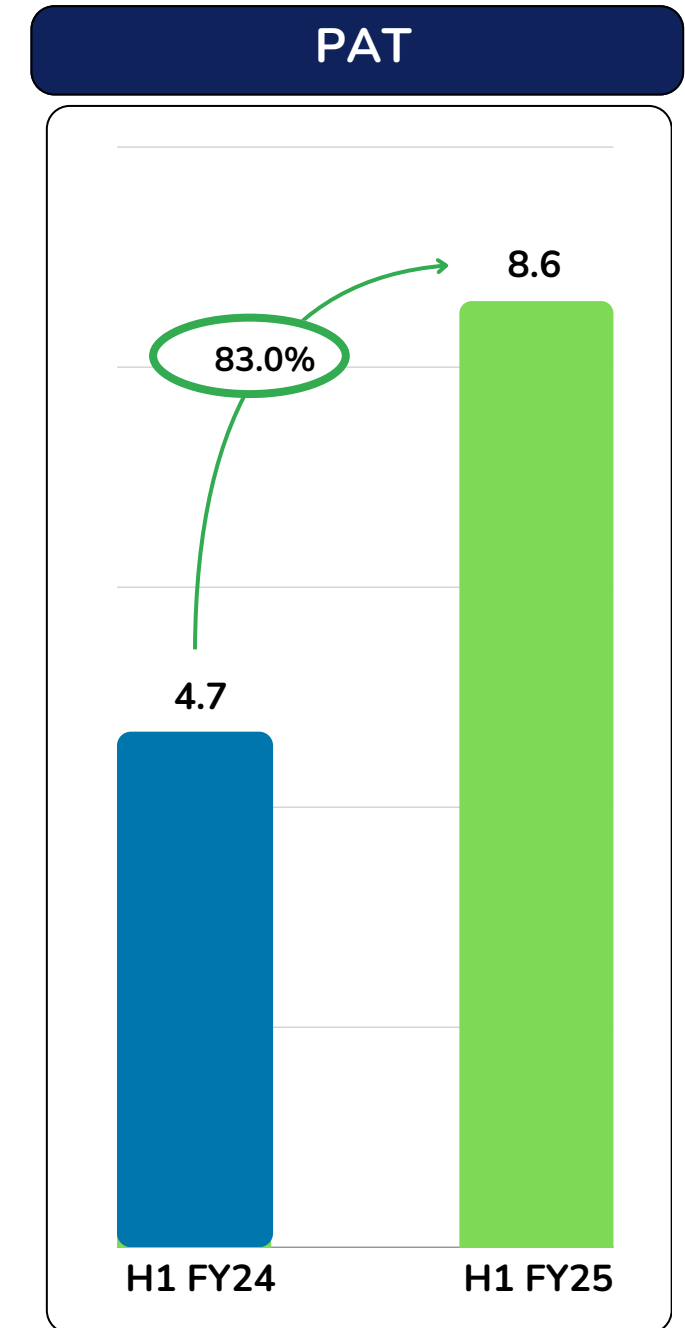
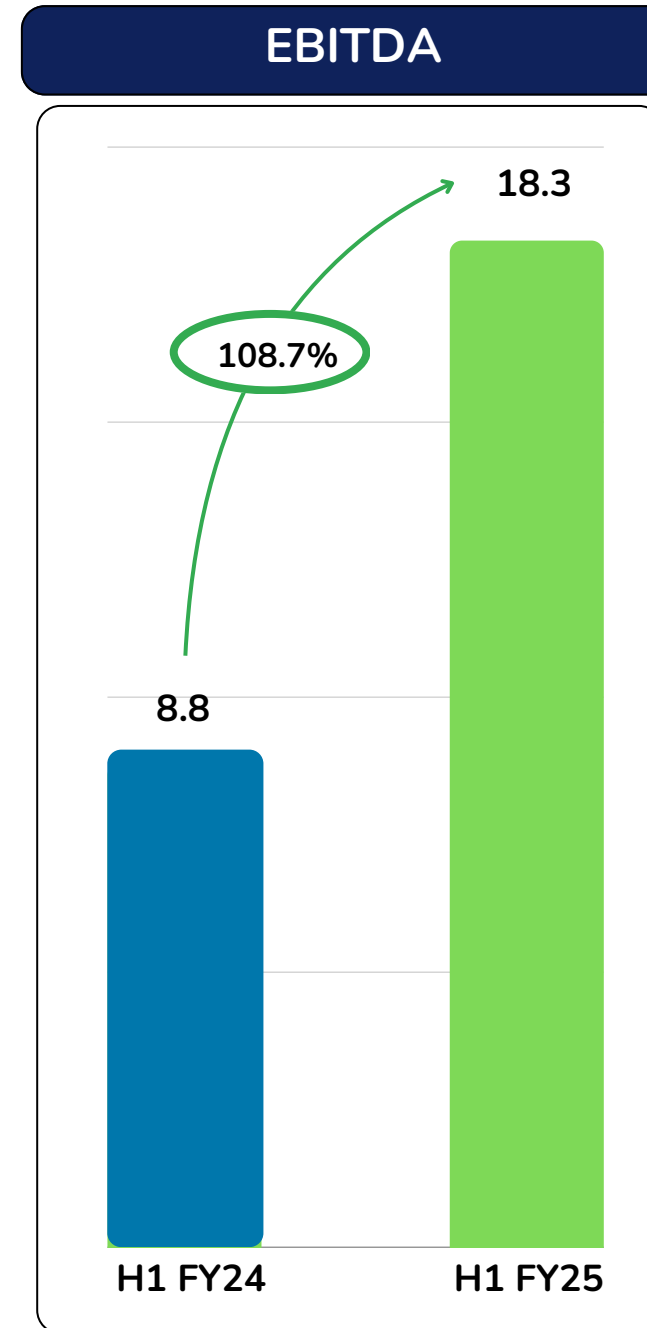
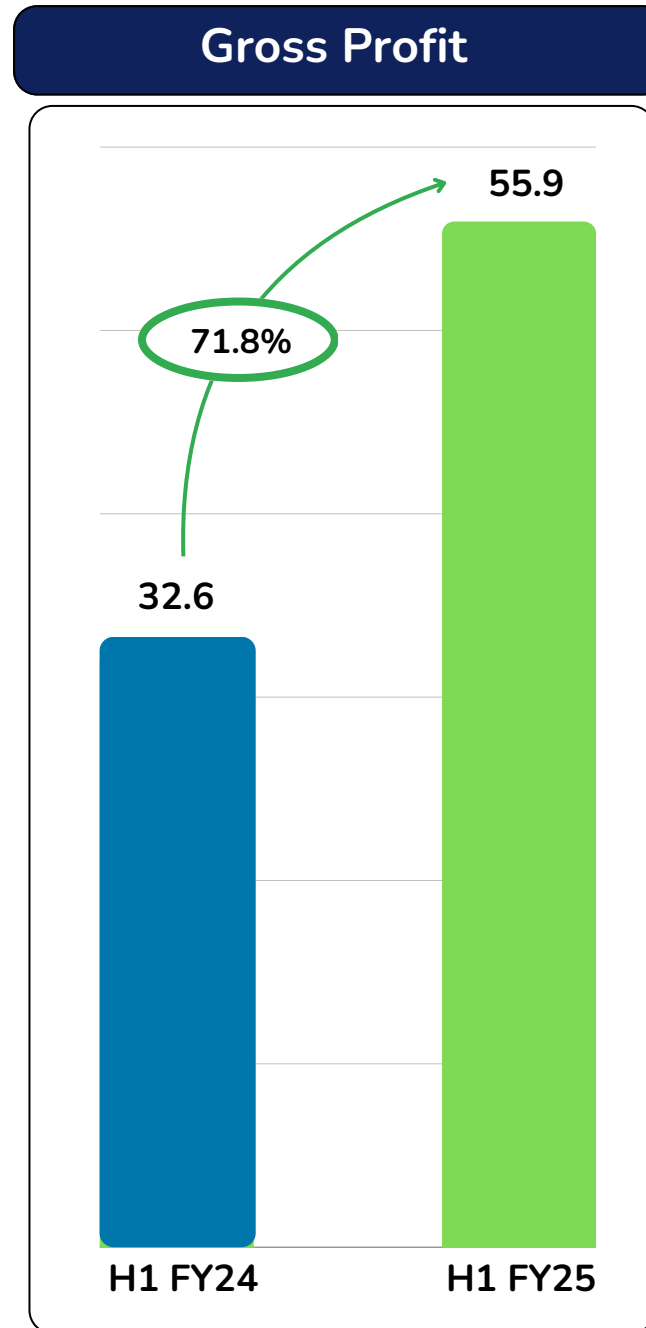
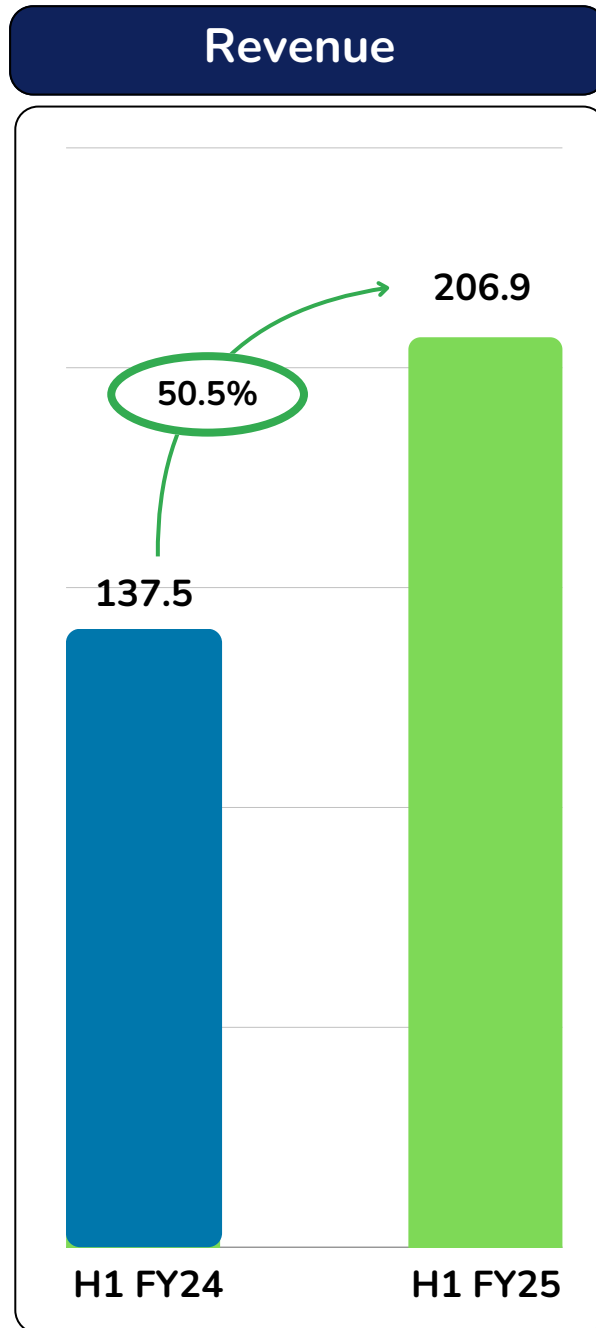
## Strong Performance across Various Metrics (Console H1 FY25)

INR in Cr.	Non Forex Business	Forex Business	Overall Business
Revenue	206.9	251.2	458.1
Gross Profit	55.9	3.8	59.7
Gross Profit Margin	27.0%	1.5%	13.0%
EBITDA	18.3	1.1	19.4
EBITDA Margin	8.8%	0.5%	4.3%
PAT	8.6	0.2	8.8
PAT Margin	4.1%	0.1%	1.9%

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# FINANCIAL HIGHLIGHTS H1 (CONSOLE)

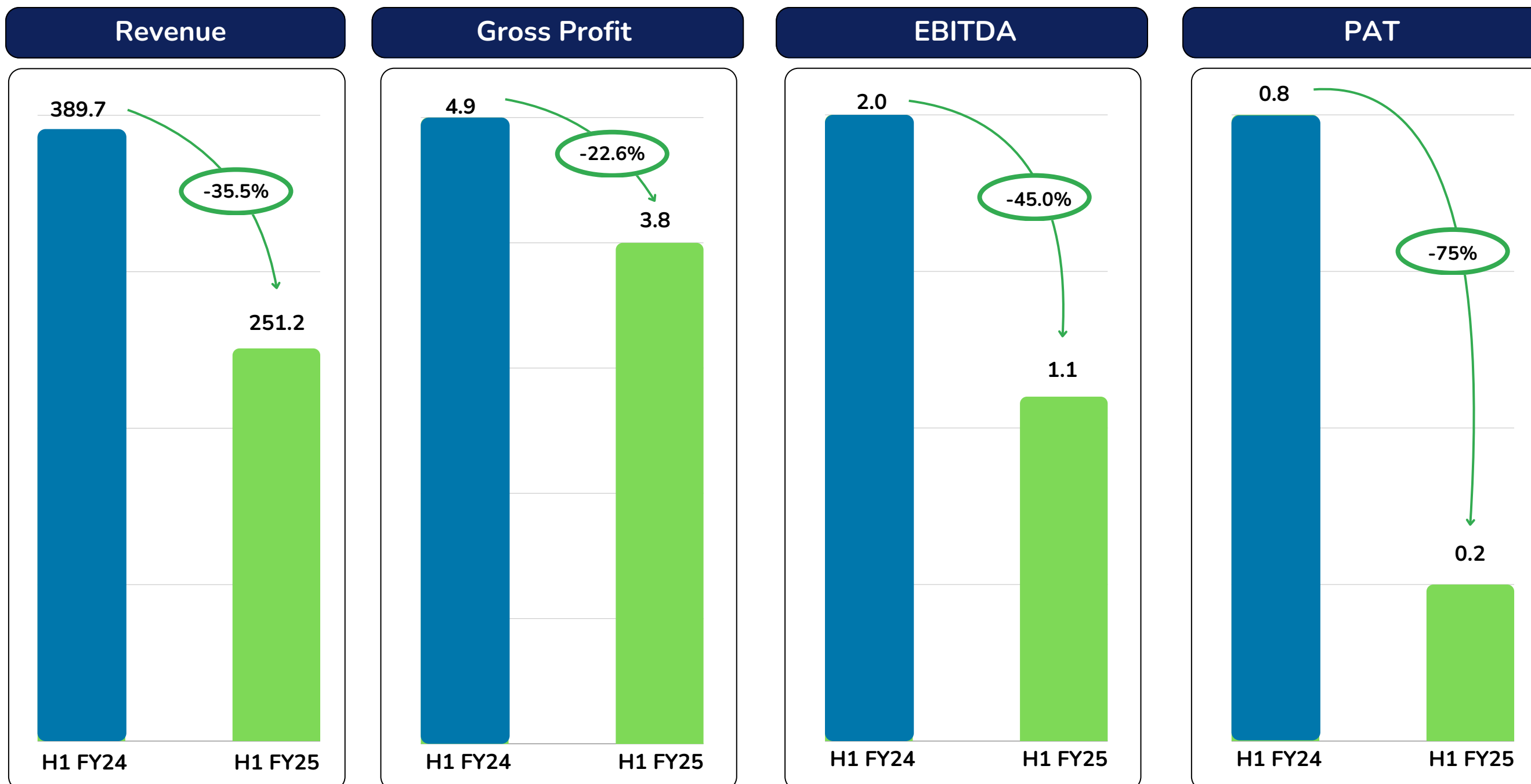
## NON FOREX BUSINESS (INR in Cr.)



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# FINANCIAL HIGHLIGHTS H1 (CONSOLE)

## FOREX BUSINESS (INR in Cr.)

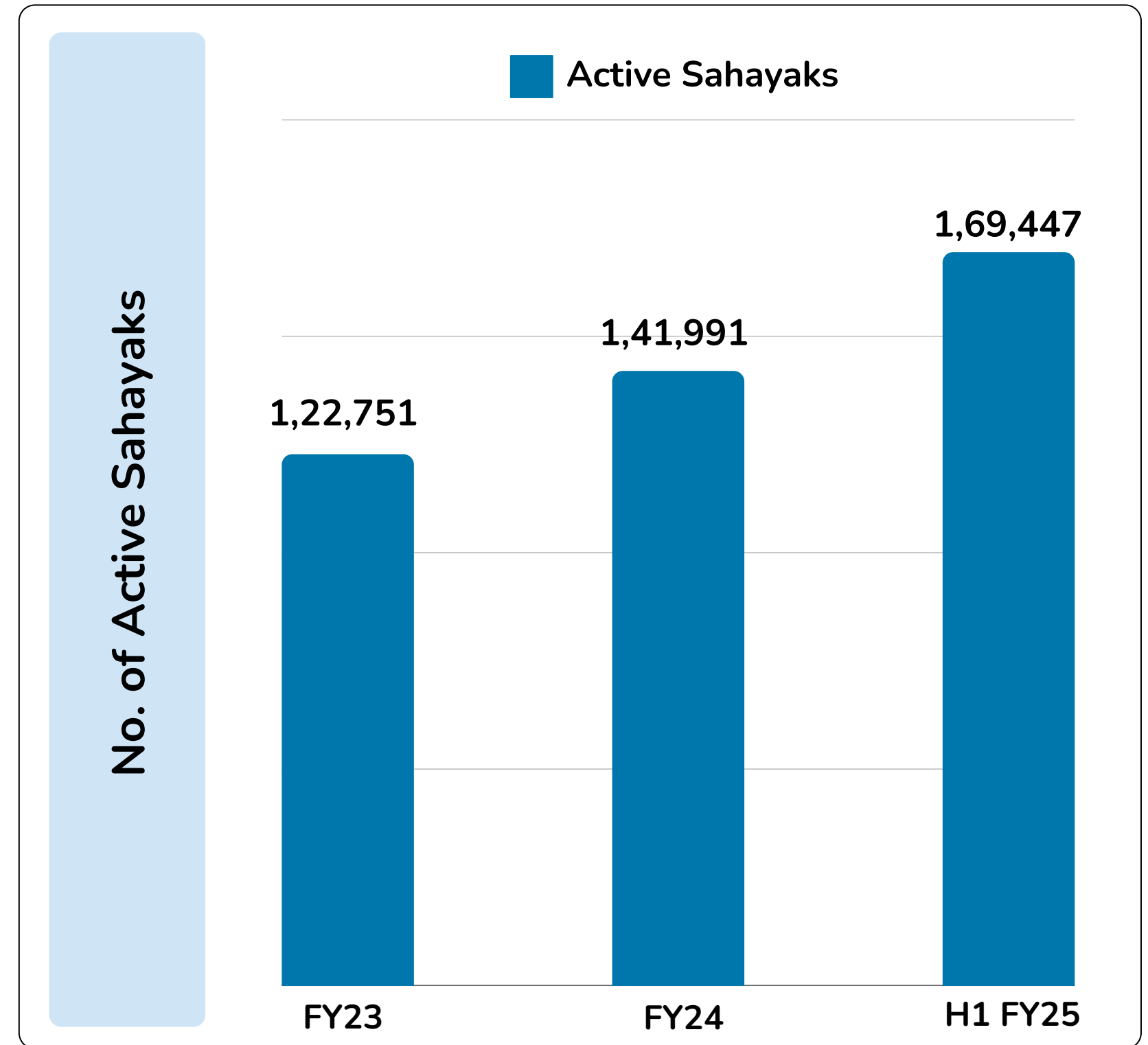
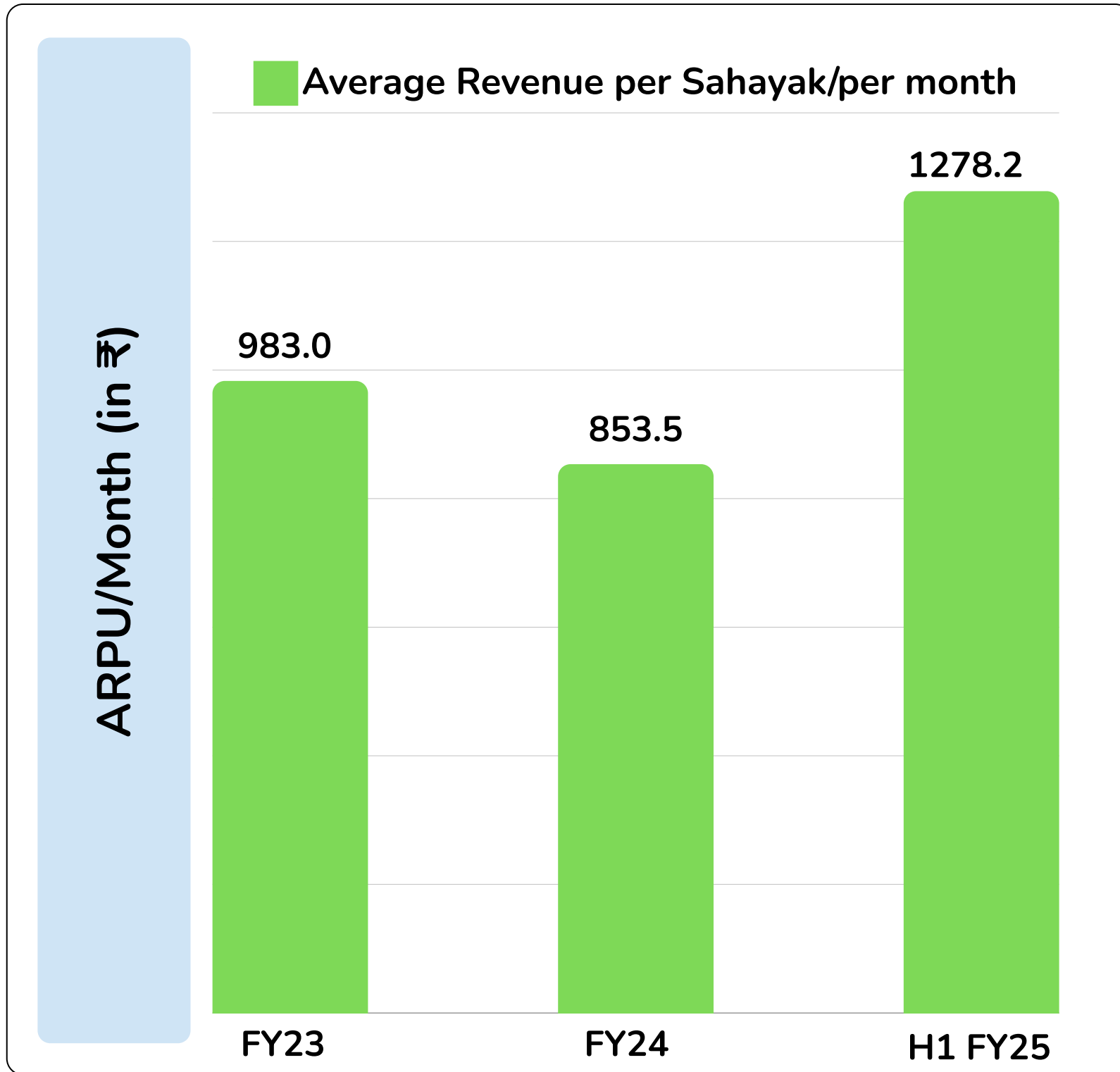


Forex Business is a Heavy Capital Intensive Business.

For best utilization of Capital and higher margins we have decreased Forex Business and utilized Capital in other businesses.

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# KPI-1 Active Sahayaks & Average Revenue

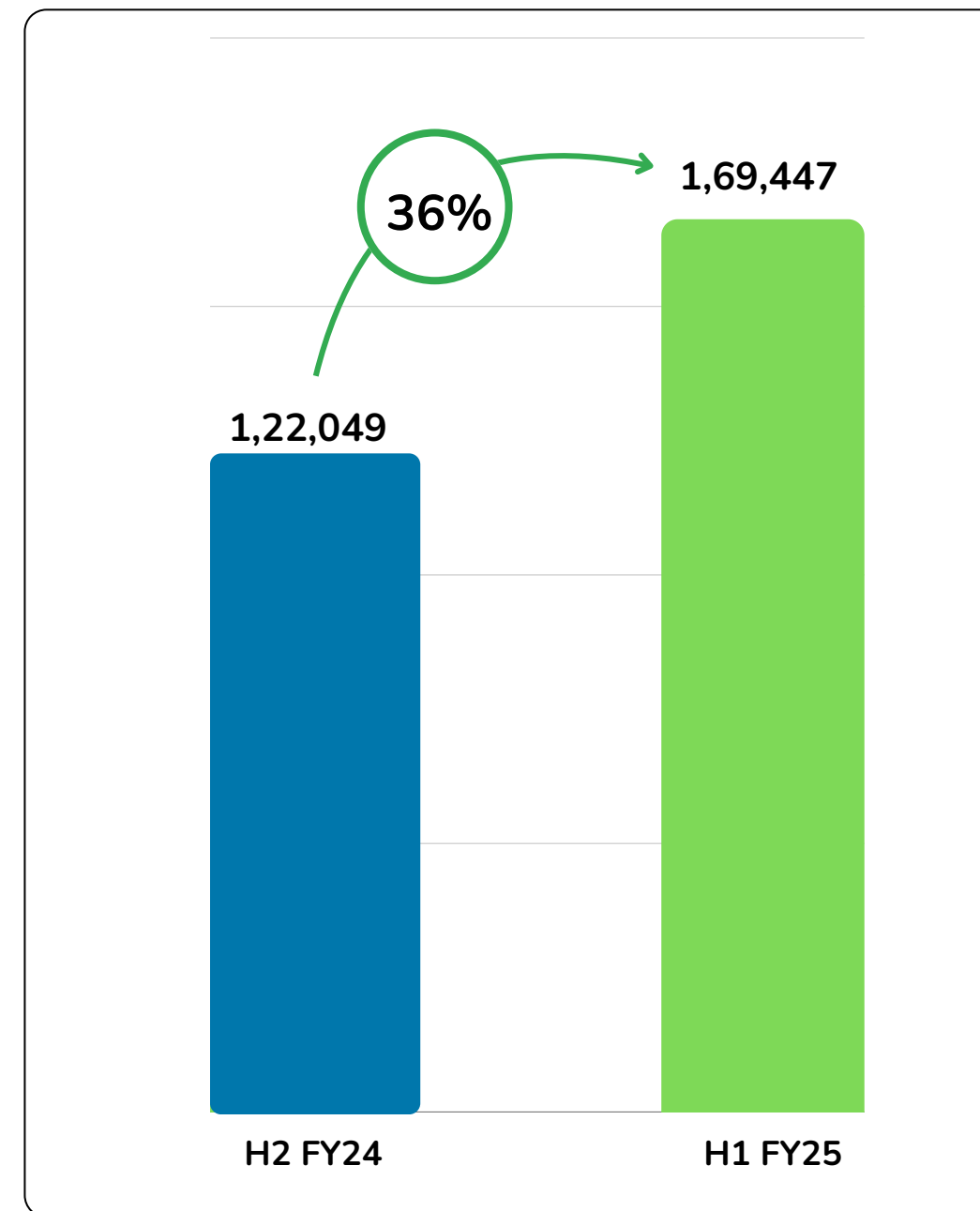
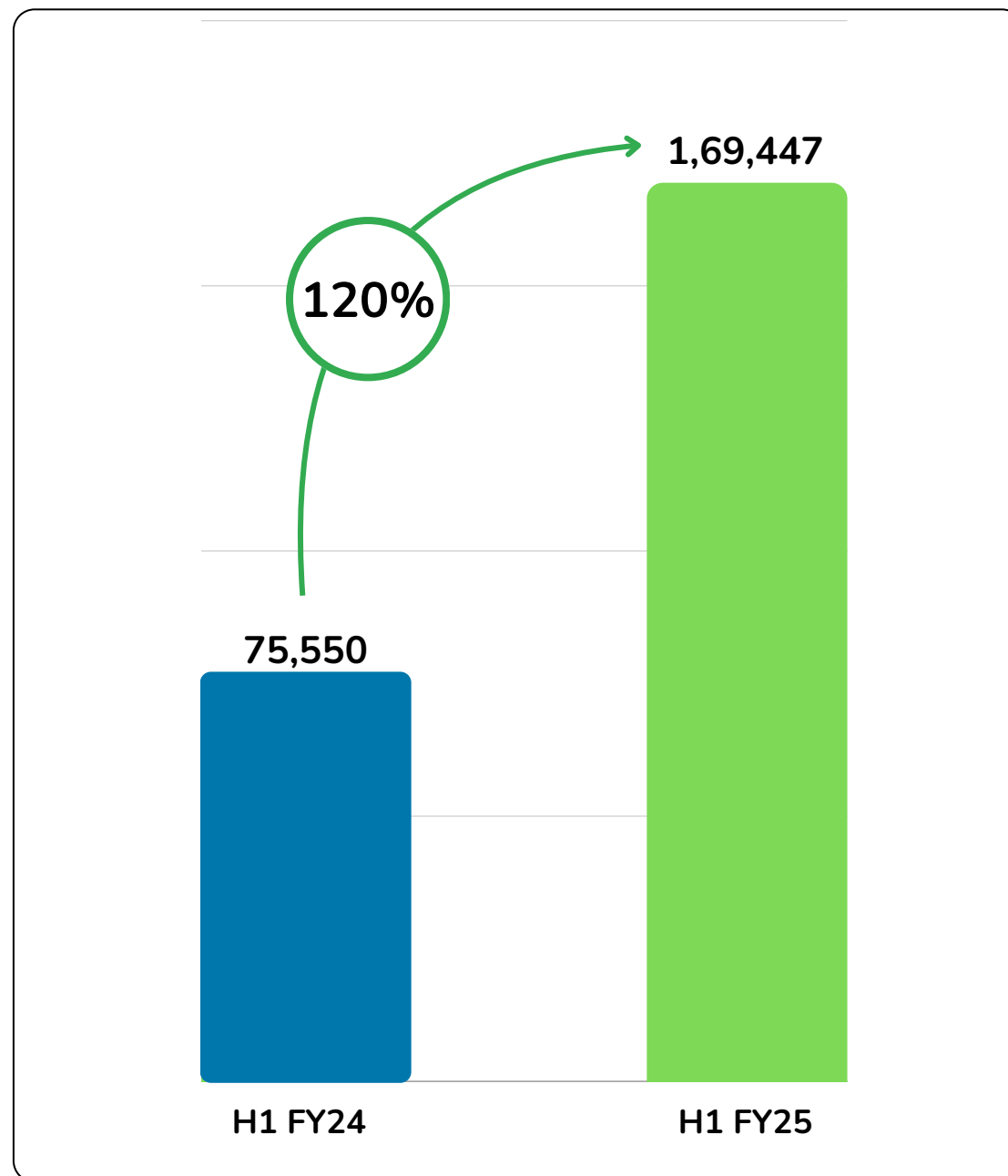


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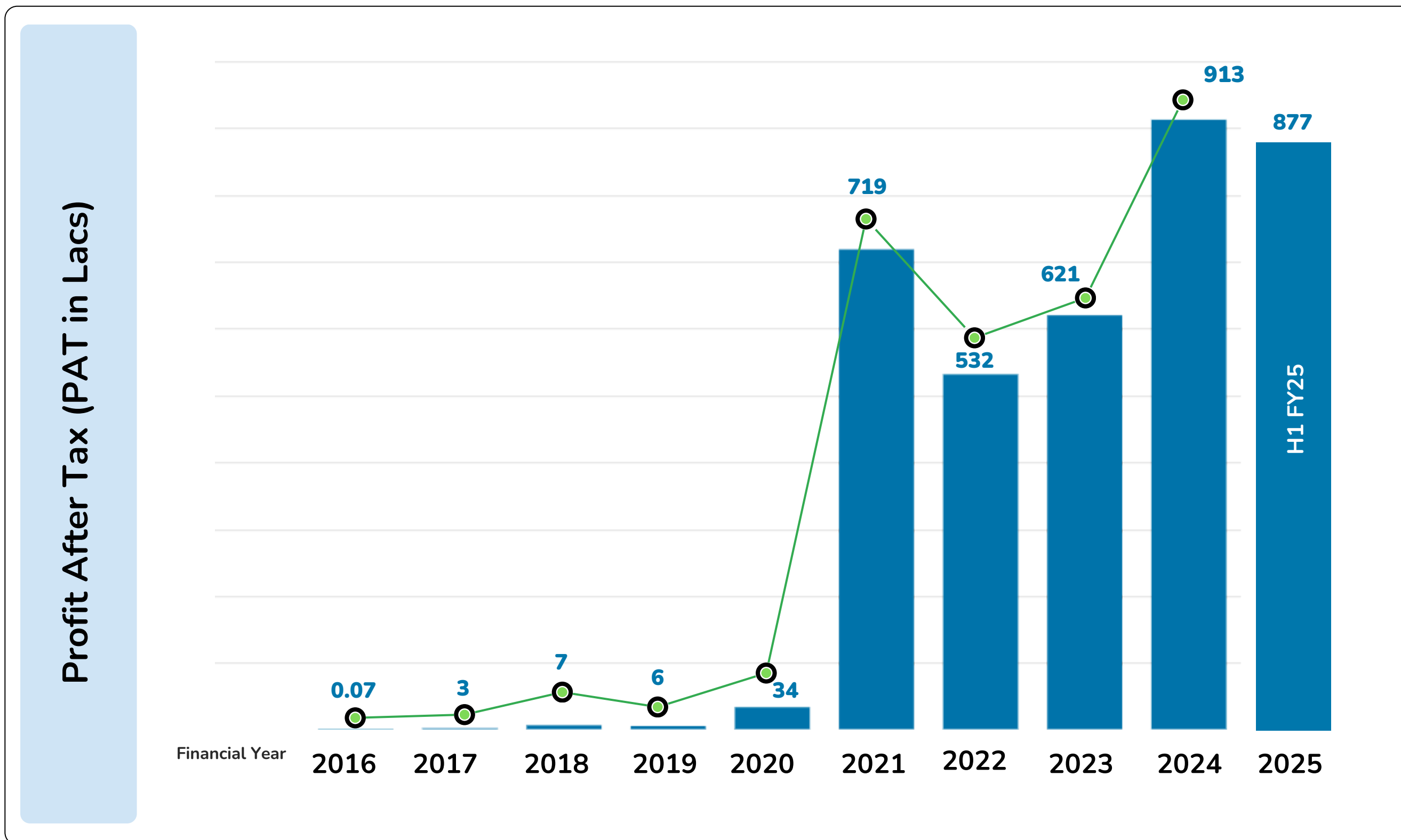


# KPI-1 Active Sahayaks & Average Revenue

## No. of Active Sahayaks (HoH Comparison)

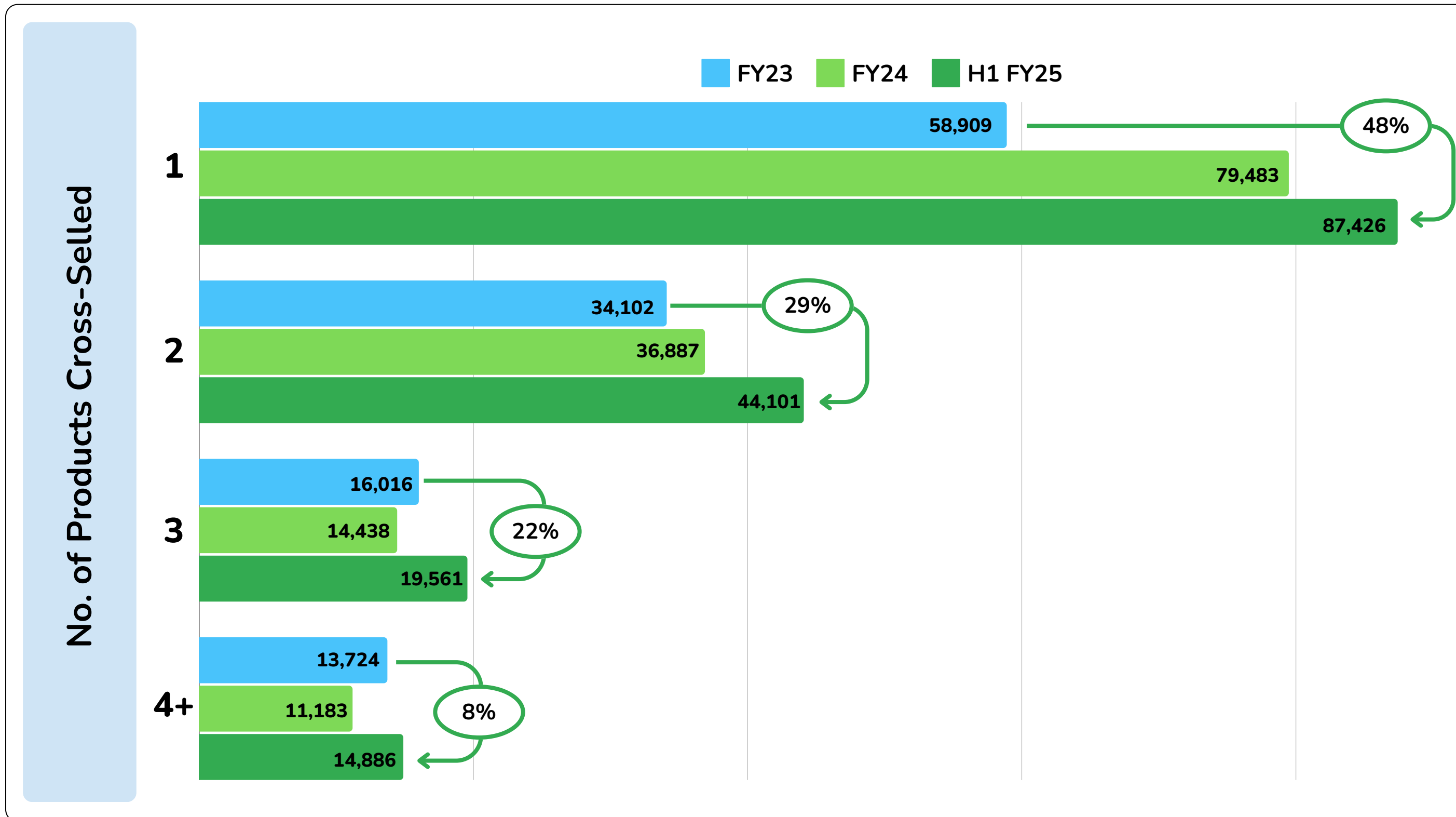


## KPI-2 Profitability



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## KPI-3 INCREASING FUNNEL

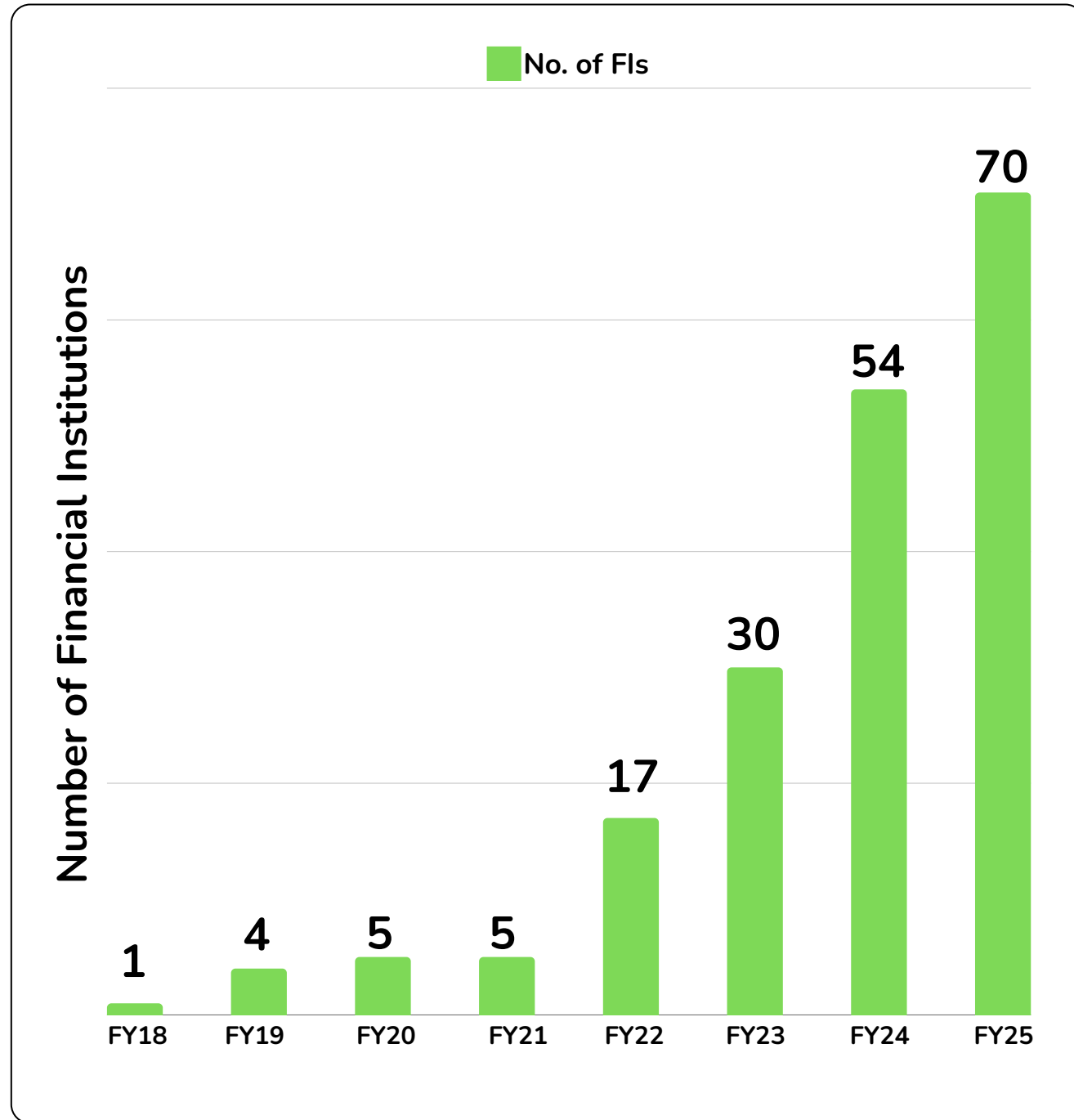


- As the relation grows with Sahayaks, we can cross-sell them more and more products. Thus increasing his income and our ARPU.
- This results in increasing their stickiness towards us.

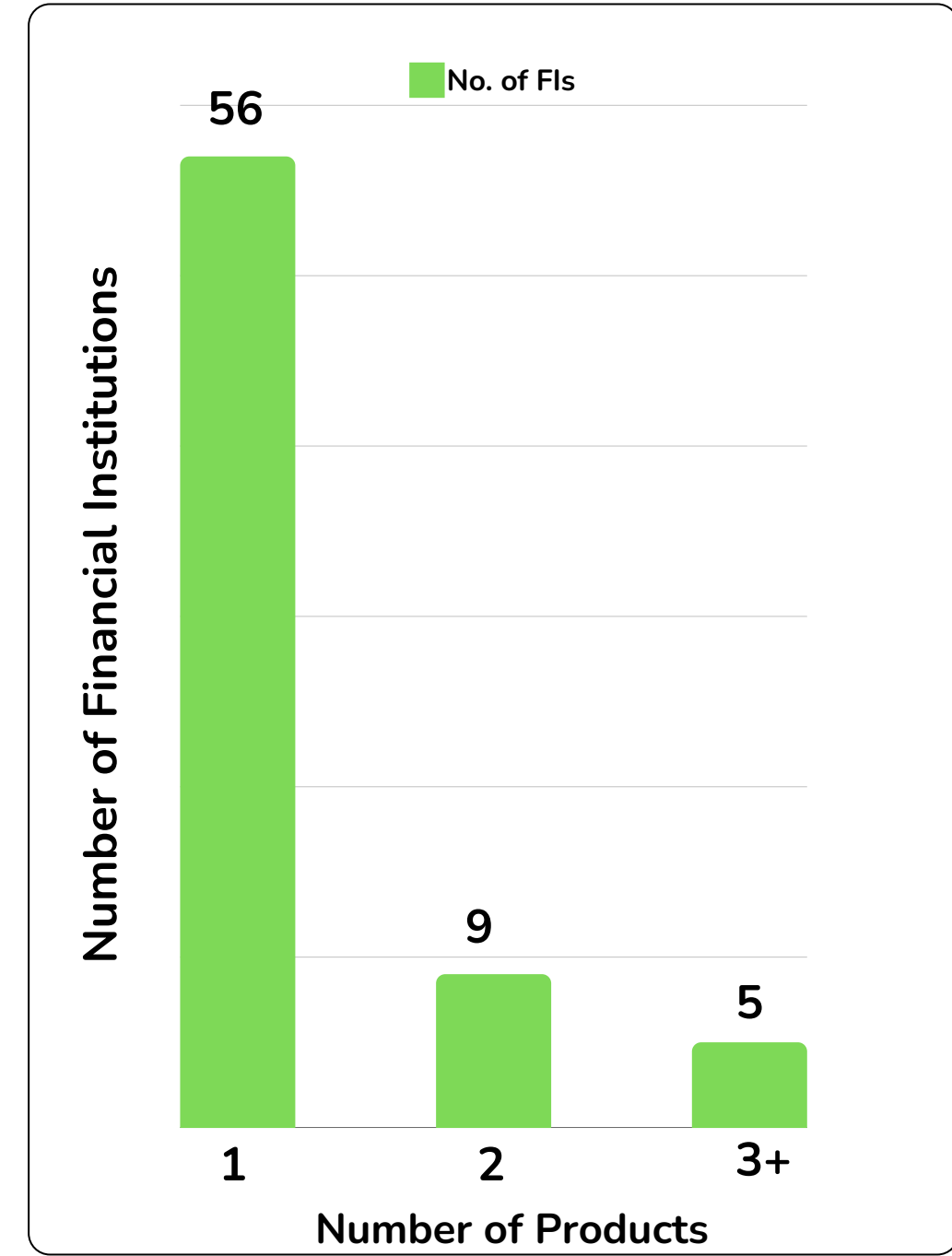
# KPI-3 INCREASING FUNNEL

## TOTAL NUMBERS OF FINANCIAL INSTITUTIONS 70

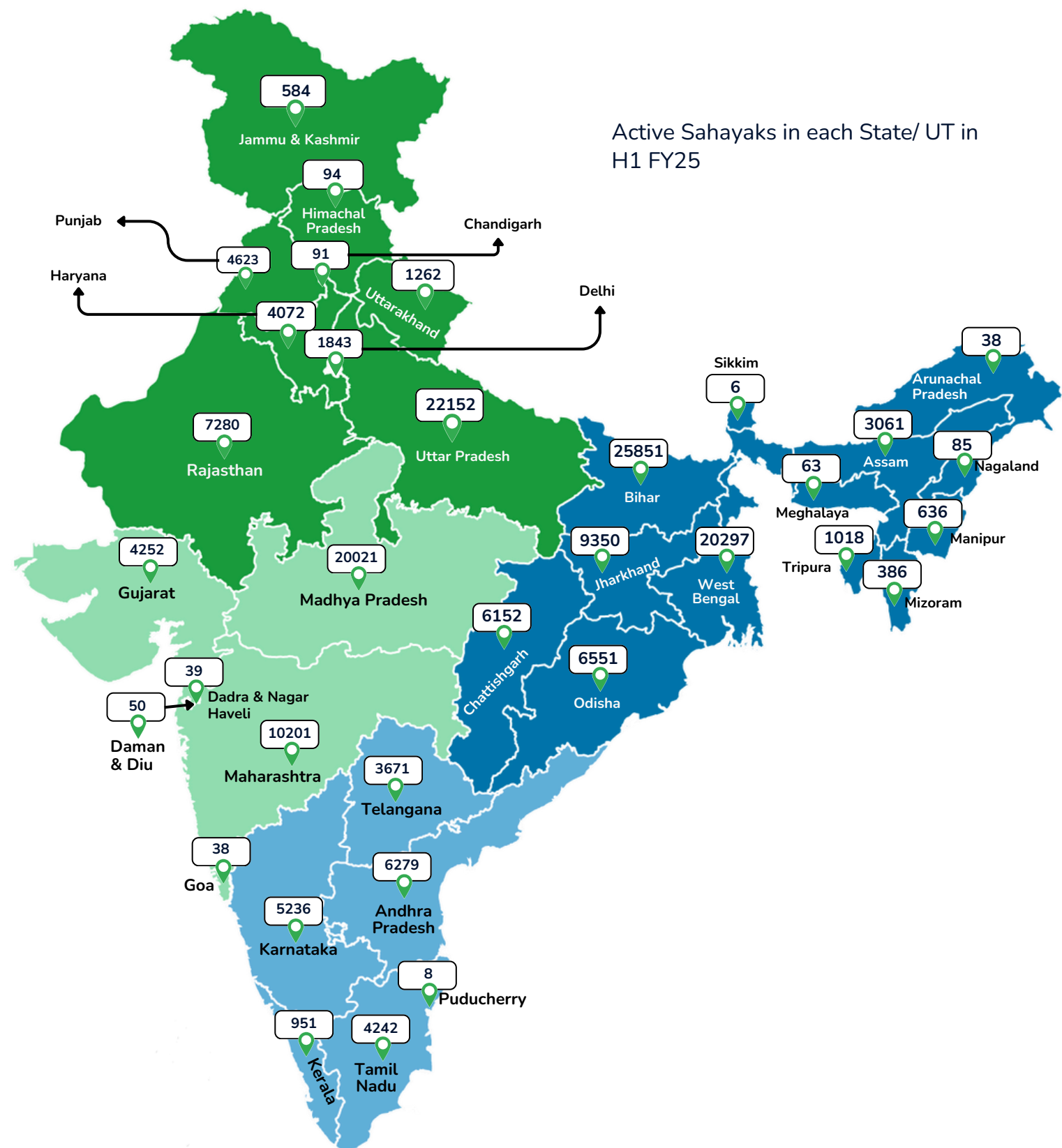
### Ageing wise Financial Institutions



### Product countwise Financial Institutions



# GEO PENETRATION



ZONES	ACTIVE RELIPAY SAHAYAKS
East	73,494
North	40,965
West	34,601
South	20,387
<b>TOTAL</b>	<b>1,69,447</b>

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# KEY BUSINESS PARTNERS



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# TECHNOLOGY

## User Friendly Web/App

- Built with advanced technology and user-focused design.
- User-friendly, intuitive, and accessible for all experience levels.
- Clean layout, easy navigation, and responsive design enhance usability.
- Designed for seamless, confident transactions across all user types.



## Scalability & Customisation

- Secure, scalable portal adapts to changing business needs.
- Supports Sahayaks from small to large businesses as they grow.
- Integrates complex services quickly, reducing setup time.
- AI-powered support offers instant query resolution for customers.



## Security

- Regular security audits and penetration testing protect against cyber threats.
- Encrypted, authenticated APIs ensure secure external data interactions.
- Data storage complies with RBI localization guidelines.
- Advanced cybersecurity safeguards data and ensures a secure transaction environment.



# TECHNOLOGY

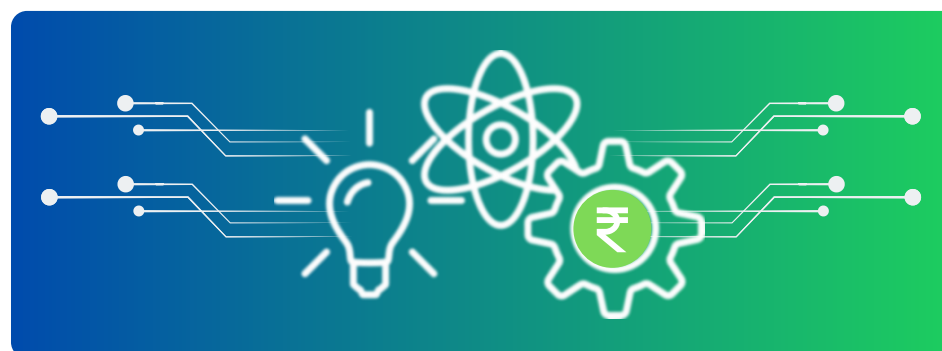
## Plug and Play

- RNFI's plug & play model enables fast, efficient integration of key financial services.
- Supports seamless KYC, digital payments, and data analytics deployment.
- Scalable modules reduce time-to-market and operational costs.
- Provides fintech solutions for clients of all sizes, enhancing growth and customer satisfaction.



## Multi Domain Professionals

- RNFI's multi-domain experts drive innovation with expertise in finance, tech, compliance, and analytics.
- Skilled at tackling complex challenges, from regulatory compliance to tech integration.
- Cross-department collaboration ensures robust solutions aligned with industry needs.



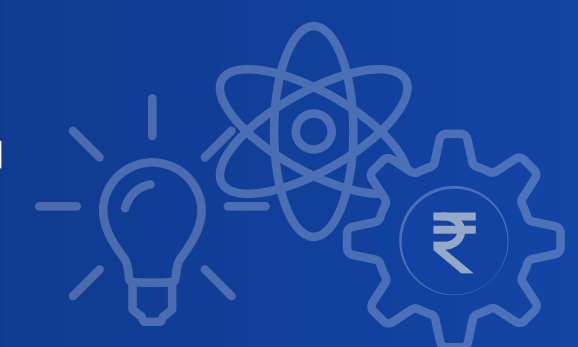
## Adaptability

- RNFI's multi-adaptability keeps us agile in the evolving fintech landscape.
- Our flexible technology supports diverse financial services, meeting client needs.
- This adaptability ensures resilience and positions RNFI as a trusted partner for scalable solutions.

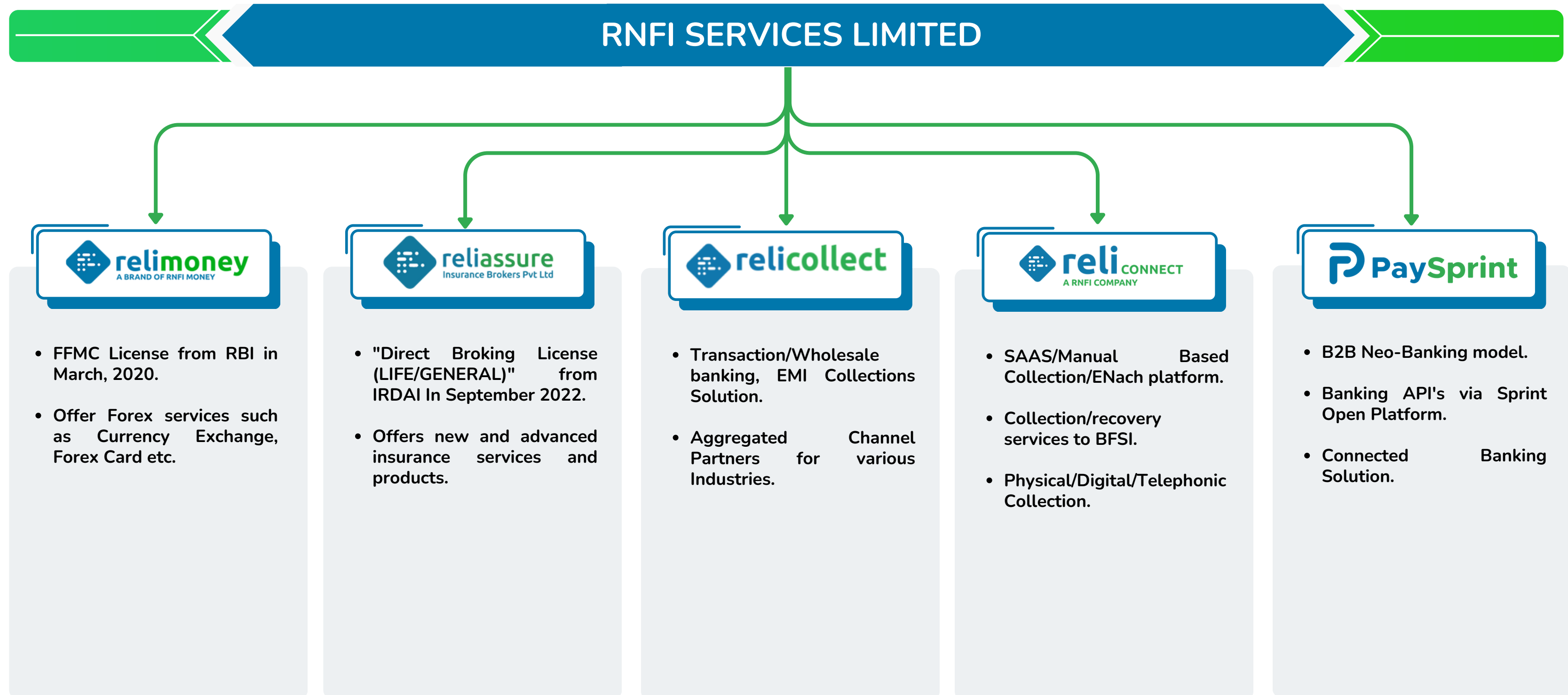




# GOVERNANCE & BUSINESS STRUCTURE



# GROUP STRUCTURE



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# ESG

## ENVIRONMENTALLY RESPONSIBLE OPERATIONS

RNFI is deeply committed to maintaining a fully paperless approach throughout every stage of the operational lifecycle

- Having a completely paperless onboarding journey for our merchants.
- Digitally signed agreements.
- All the statements are accessed electronically hence reducing carbon footprints.

This leads to significant savings in paper, time, and energy.

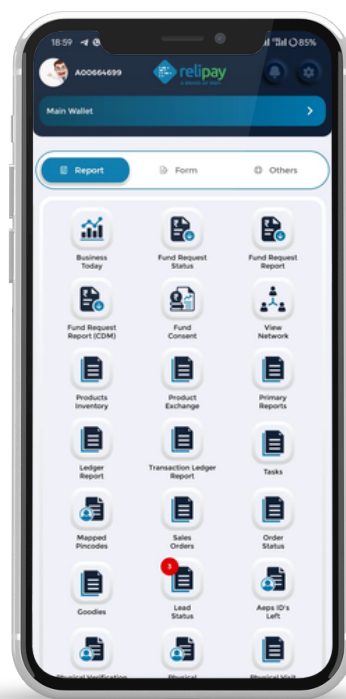


Relipay Sahayak App

Google Play **4.0** ★★★★★

### MOBILE APPS

- Used by Relipay Sahayak and employees.
- In app Grievance support. Easy and quick resolution of merchants queries which restrict visits to our offices.



Employee App

Google Play **4.2** ★★★★★

## SOCIAL IMPACT OF SAHAYAKS

Through Relipay, we have integrated lakhs of **Sahayaks** onto our platform, affording them substantial employment prospects and commendable earnings. Via this platform we are creating multiple income opportunities for these **Sahayak's**. Through our network of Relipay sahayak's we are contributing our part in promoting financial inclusion, they help bring banking services to underserved populations, contributing to the overall development of the region. Be it disbursement of subsidy via PM Kisan Samman Nidhi, or other government schemes our Relipay sahayak's are at the forefront aiming for the betterment of the society.

- The Maternity Benefit Act, 1961
- Occupational Safety, Health, and Working Conditions Code, 2020 ("OSH Code")
- Child Labour (Prohibition and Regulation) Act, 1986
- Whistle Blower Policy
- POSH (Prevention of Sexual Harassment) policy
- Grievance Redressal Mechanism
- CSR Policy

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## ESG

### GOVERNANCE

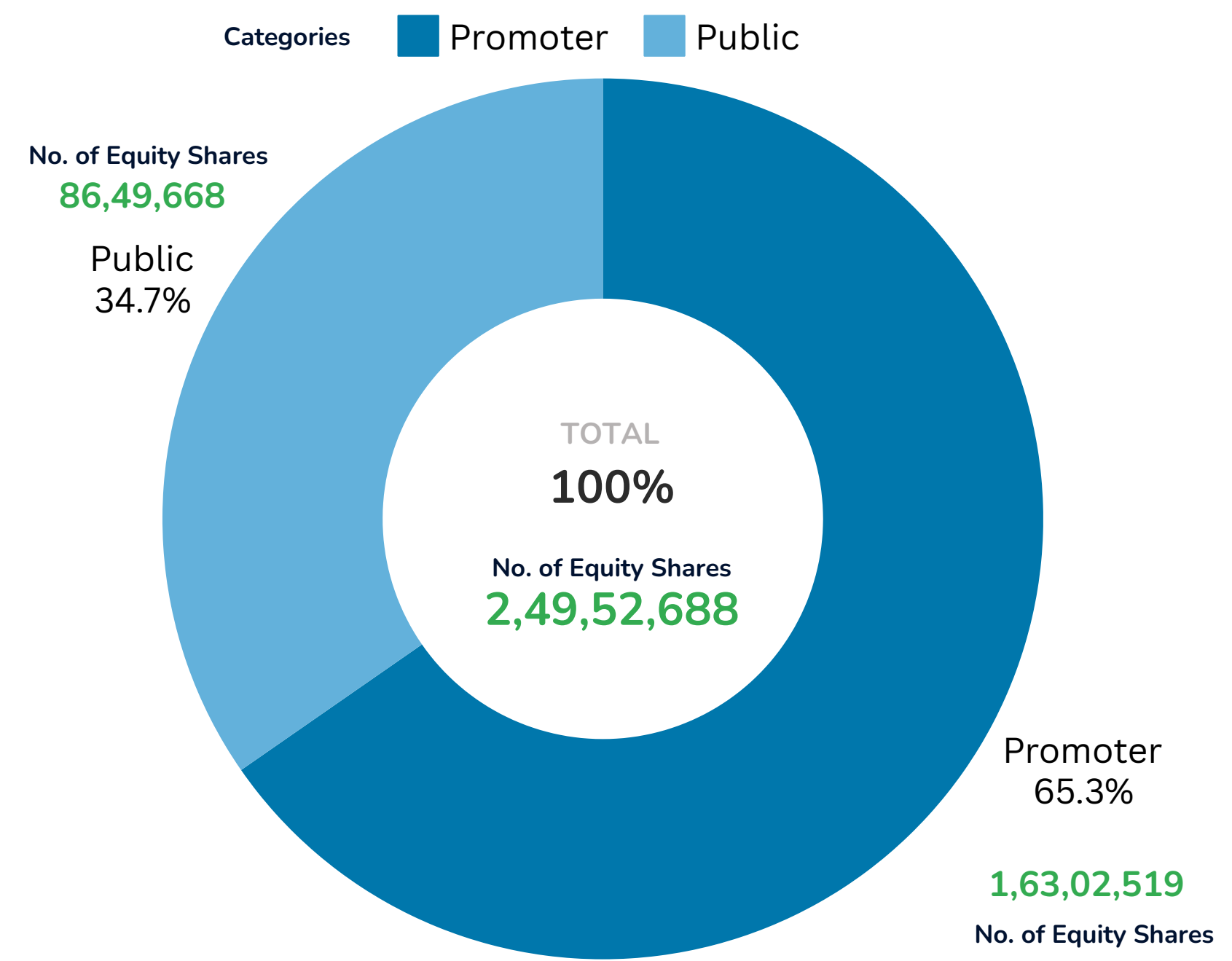
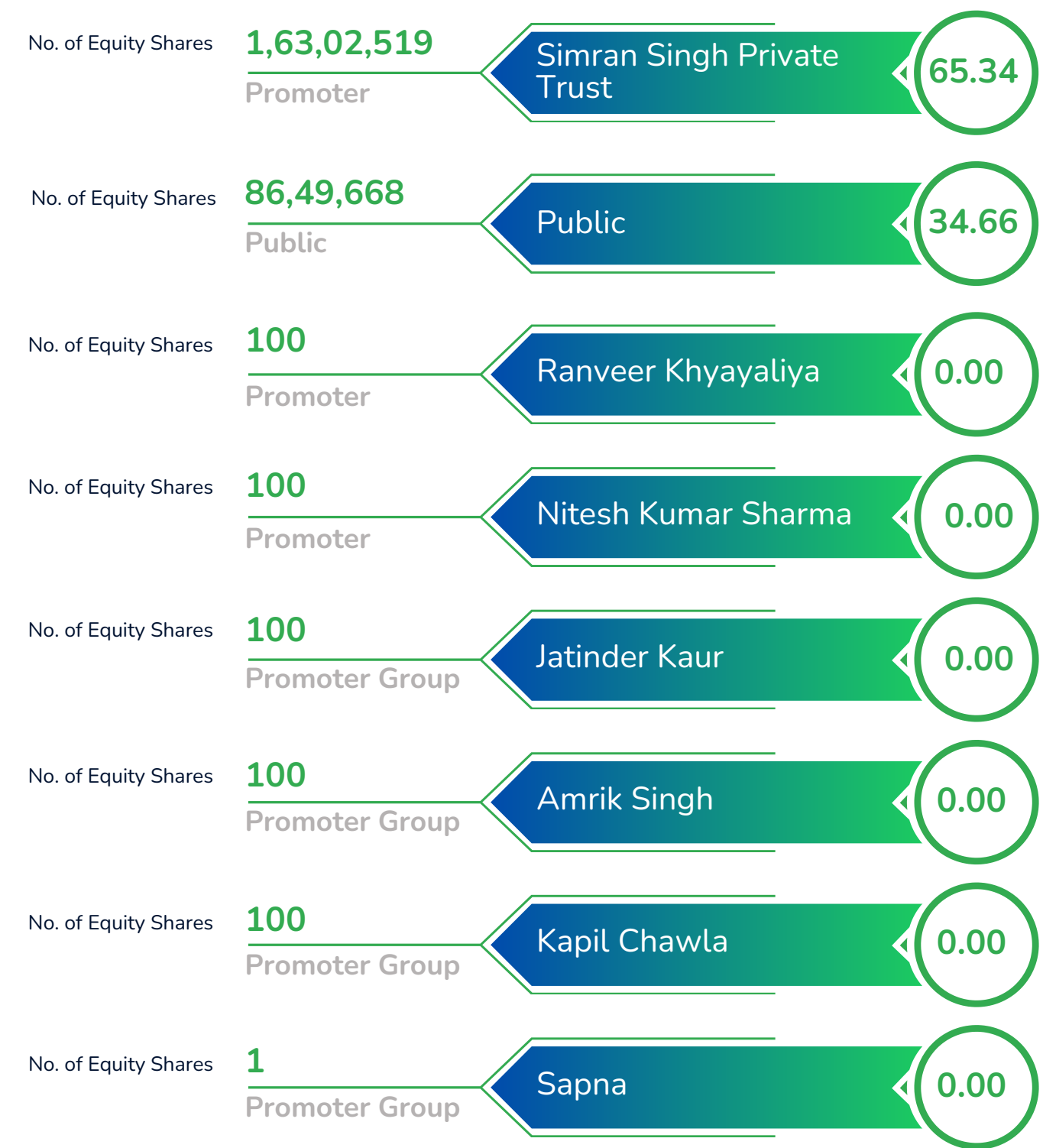
**All Promoters shares pooled in a Trust to increase the longevity.**

**Board of Directors consist of 4 Independent Directors, 3 Executive Directors and 1 Chairman and Managing Director.**

**Promoter group family owned 14% of shares in subsidiary Paysprint Private Limited, it has been decided by promoter group for better governance to relinquish the shares in favour of RNFI Services Limited free of charge (After Necessary Approvals).**

# Journey Continues...

# SHAREHOLDING STRUCTURE



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# RNFI SERVICES LIMITED



**relipay**  
A BRAND OF RNFI

**THANK  
YOU**

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

