Date: 12th July, 2024

To,
Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, C-1 Block G
Bandra Kurla Complex, Bandra
(E), Mumbai- 400051.

Scrip Symbol: TRUST
ISIN- INE0SWN01019

Sub: Investor Presentation under Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir /Madam,

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015. Please find enclosed herewith the **"Investor Presentation"** on the Financial Results for Quarter and Year ended 31St March, 2024.

The aforementioned presentation has been uploaded on the company's website www.softtrust.com

We request you to take the above on your records.

Thanking You,

Yours faithfully,

FOR TRUST FINTECH LIMITED

DESHANA KEVAL JOSHI

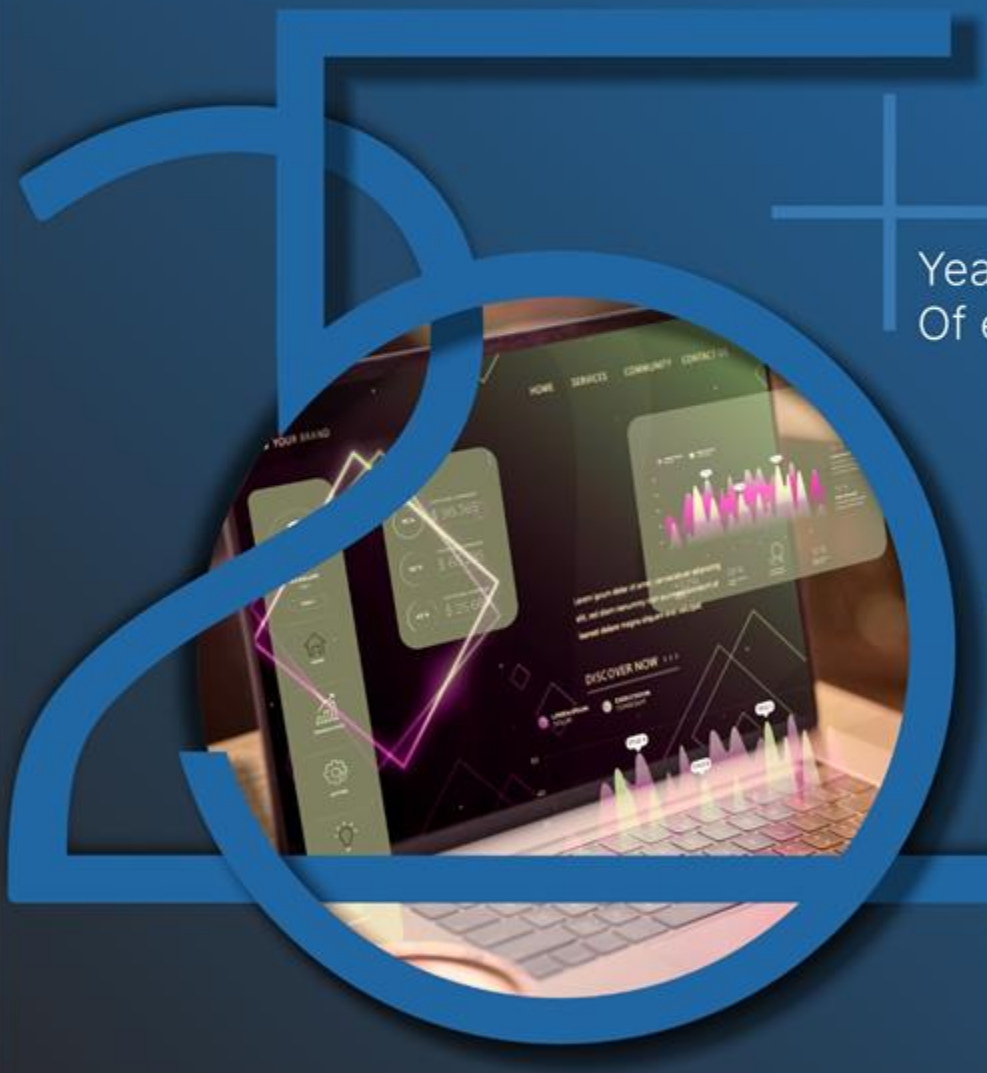
Digitally signed by DESHANA KEVAL JOSHI
DN: cn=DESHANA KEVAL JOSHI c=IN o=Personal
Reason: I am the author of this document
Location:
Date: 2024-07-12 22:12+05:30

Trust Fintech Limited

DESHANA JOSHI
COMPANY SECRETARY & COMPLIANCE OFFICER
MEMBERSHIP NO: A26358

TRUST FINTECH LIMITED

EARNINGS RELEASE 2023-24



+ Years
Of experience in **IT Solutions**

Business Intelligence
Banking
Payment Gateways
Enterprise Resource Planning
Data Migration
Mobile Application

Quality approach towards technical innovations

About Us

Trust Fintech Limited (TFL) was established in 1998. TFL has been involved in providing Software Solutions and Services in the field of Banking Software, ERP Implementation and Customized Software Solutions Development, SAP B1 and Offshore IT services.

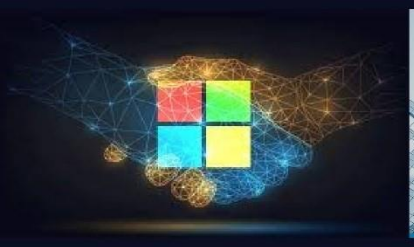
Our team is committed to provide IT Services with Quality, Latest Technology, Innovation, 24 x 7 Support 365 days. We are committed to provide development and tech-support services from our State of the art development centers based in **Nagpur, Pune & Mumbai** in India.

TFL Profile

Trust Fintech Limited, Is Widely Recognized For Its Excellent Service, Client Dedication And Commitment.

Certifications & Recognitions

- **CMMi Level 5** Certified Company
- **ISO 27001** Certified Company
- **Authorized GST Suvidha (GSP)** Provider in India.
- **CRISIL rated the company** "2A" for high performance capability & strong financial strength
- **Microsoft Gold Partner** AS a "Independent Software Vendor (ISV)"
- **Empanelled with Govt. of Maharashtra** as IT Service Provider for state-wise computerization
- **Empanelled by NeGD as agency** for Integration of Different Applications with e-Governance system (Under Digital India).



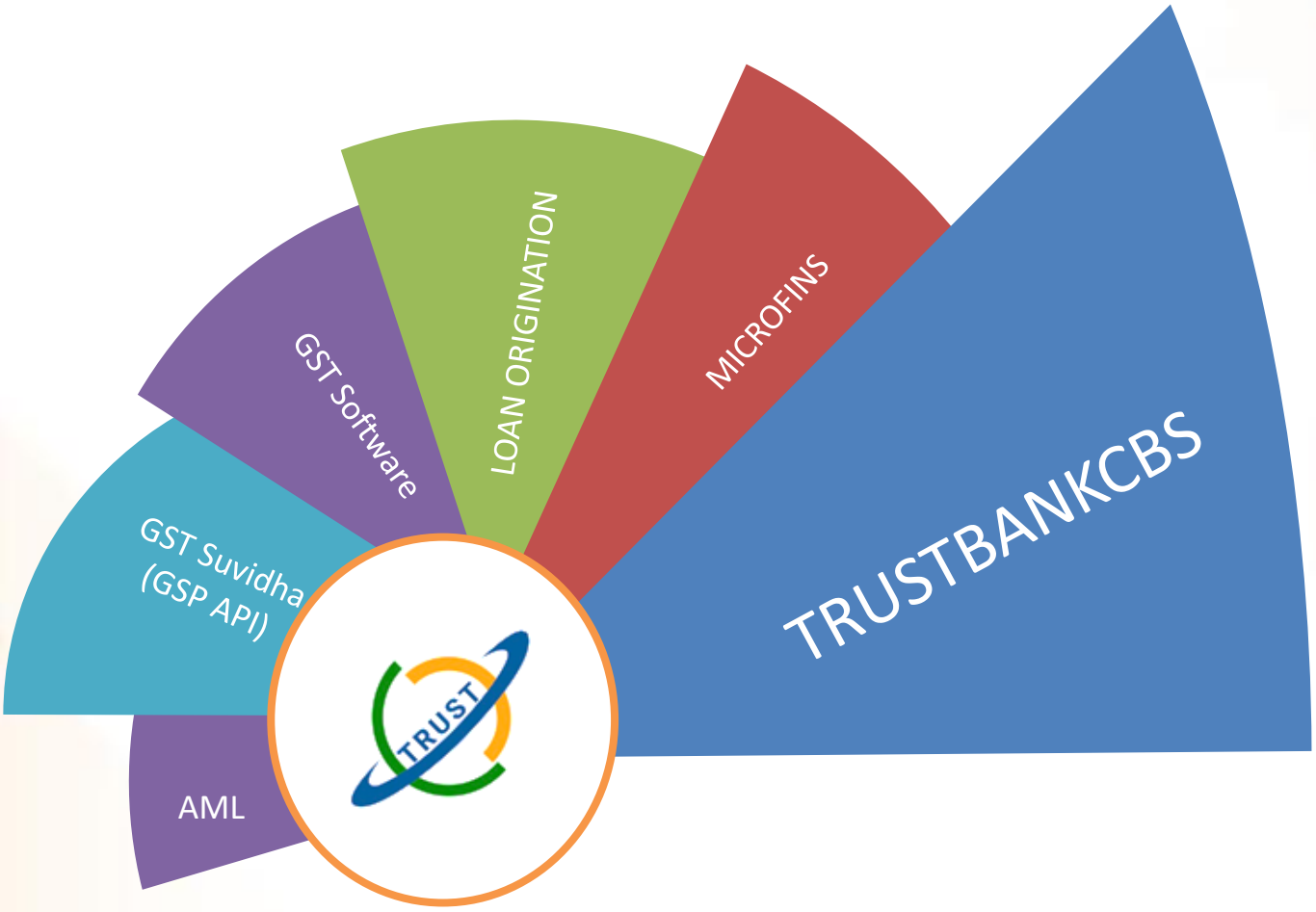
Microsoft Gold Partner: Recognized As An ISV For Excellence In Software Solutions.

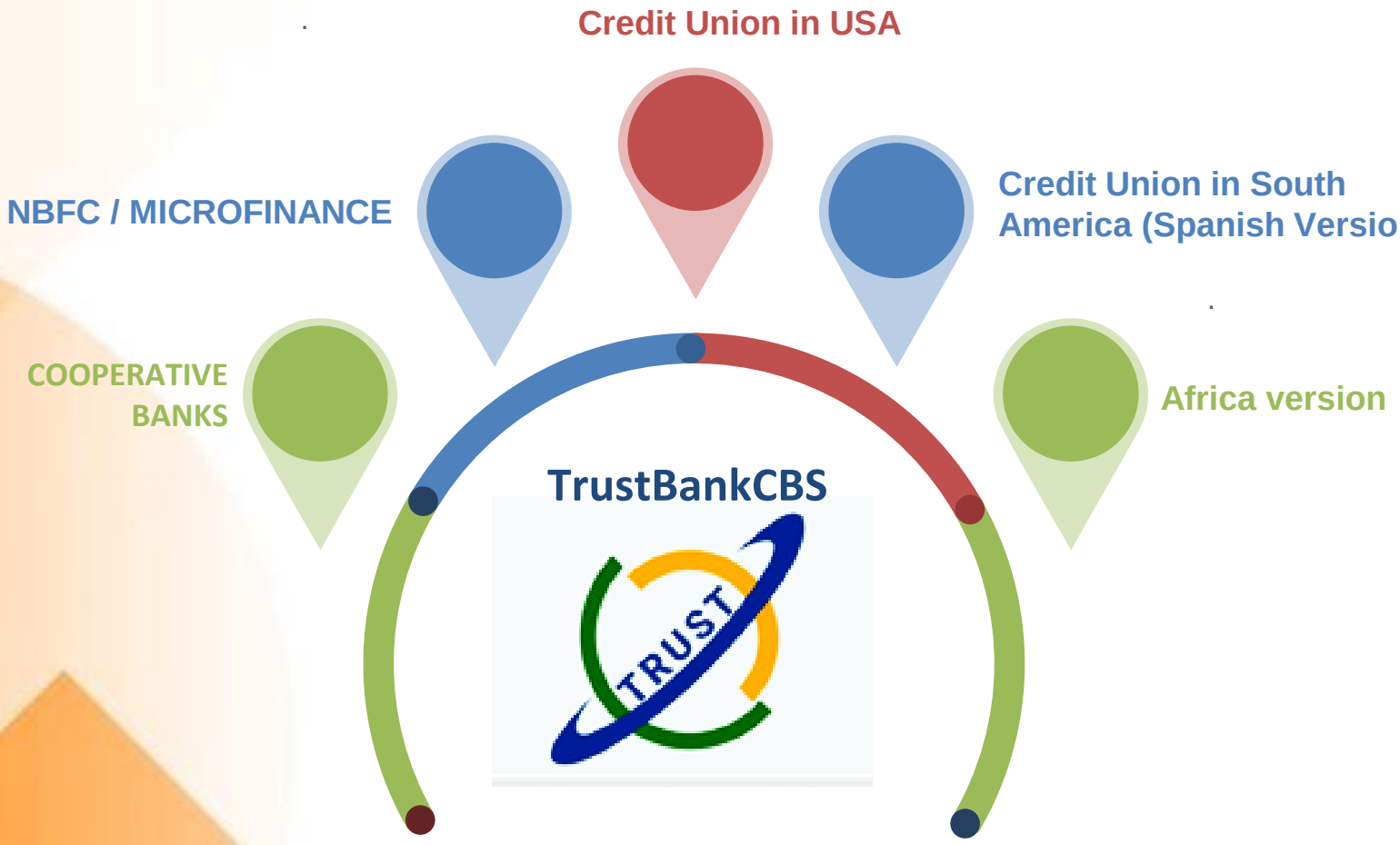
SAP Channel Partner: Delivering Implementation & Customization Services For SAP Business One.

Intel Software Partner: Collaborating On Advanced Solutions.

Top Core Banking Solution Provider: Globally Ranked For Our Expertise.

TFL Technical Expertise





TFL Technical Expertise

TFL Stock Performance Snapshot

₹ 643.28 cr.

Market Capitalization
(Rs. In Cr)(As on 27 May,2024)

38

PE
(Post Results, FY24)

7.13

EPS
(Post Results, FY24)

₹ 316

52-week High Price
(As on 27 May,2024)

167 %

ROI from issue price
(As on 27 May,2024)

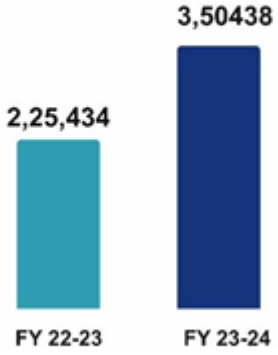
Shareholding Pattern

31.15% Public Shareholding

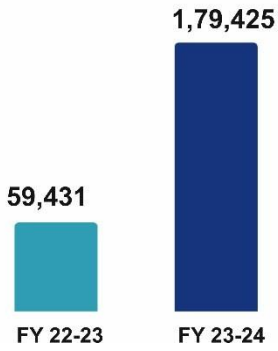
68.85% Promoters Shareholding

Key Financial Parameters Highlights

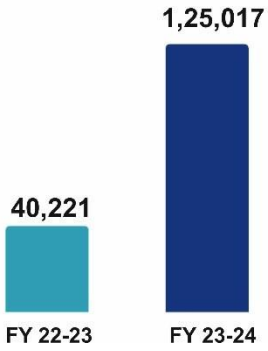
Revenue (Rs. in'000)



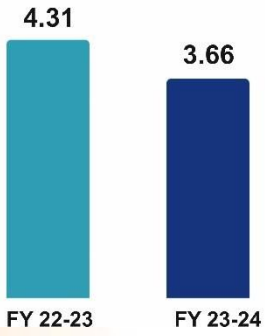
EBITDA



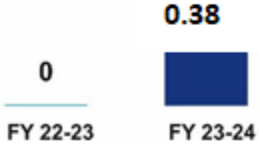
PAT



Current Ratio



Debt To Equity



Consolidated Income Statement

(₹ in Thousand)

Particulars	FY 2023-24	FY 2022-23	% Growth
Revenue from Operations	350438	225434	55.45%
Other Income	2325	1585	46.69%
Total Revenue	352763	227019	55.39%
Total Expenses excl. D&A & Finance Cost	173337	167588	3.43%
EBITDA	179426	59431	201.91%
EBITDA Margin (%)	51.20%	26.36%	94.21%
Depreciation & Amortization	12335	4948	149.29%
Finance Cost	180	378	-52.38%
PBT	166911	54105	208.49%
Tax	41894	13884	201.74%
PAT	125017	40221	210.83%
PAT Margin %	35.67%	17.84%	99.95%
Basic EPS	7.13	6.70	6.42%

Consolidated Balance Sheet

(₹ in Thousand)

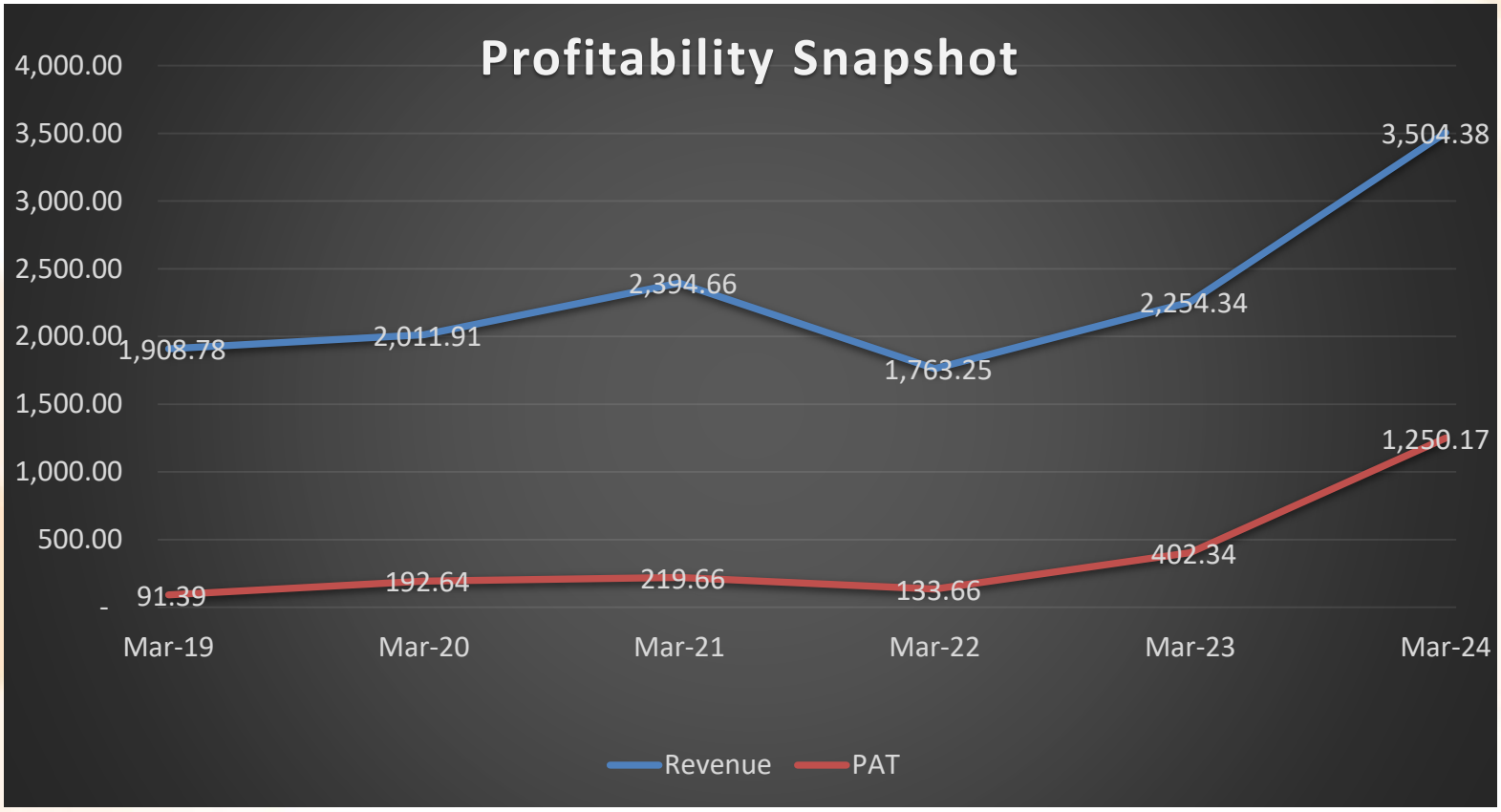
EQUITY AND LIABILITIES	As on 31-03-2024	As on 31-03-2023
(1) Shareholders' Funds		
(a) Share capital	1,75,432	51,849
(b) Reserves and surplus	2,75,688	2,20,011
(2) Non-Current Liabilties		
(a) Long-term borrowings	0	0
(b) Long Term Provisions	0	0
(c) Deferred tax Liabilities (Net)	562	123
(3) Current Liabilities		
(a) Short-term Borrowings	1,709	0
(b) Trade payables	7,715	14,665
-total outstanding dues of micro enterprises and small enterprises; and	-	-
-total outstanding dues of creditors other than micro enterprises and small enterprises.	-	-
(c) Other current liabilties	646	588
(d) Short-term provisions	10,134	12,522
(e) Duties & Taxes	52,540	12,511
TOTAL	5,24,426	3,12,269

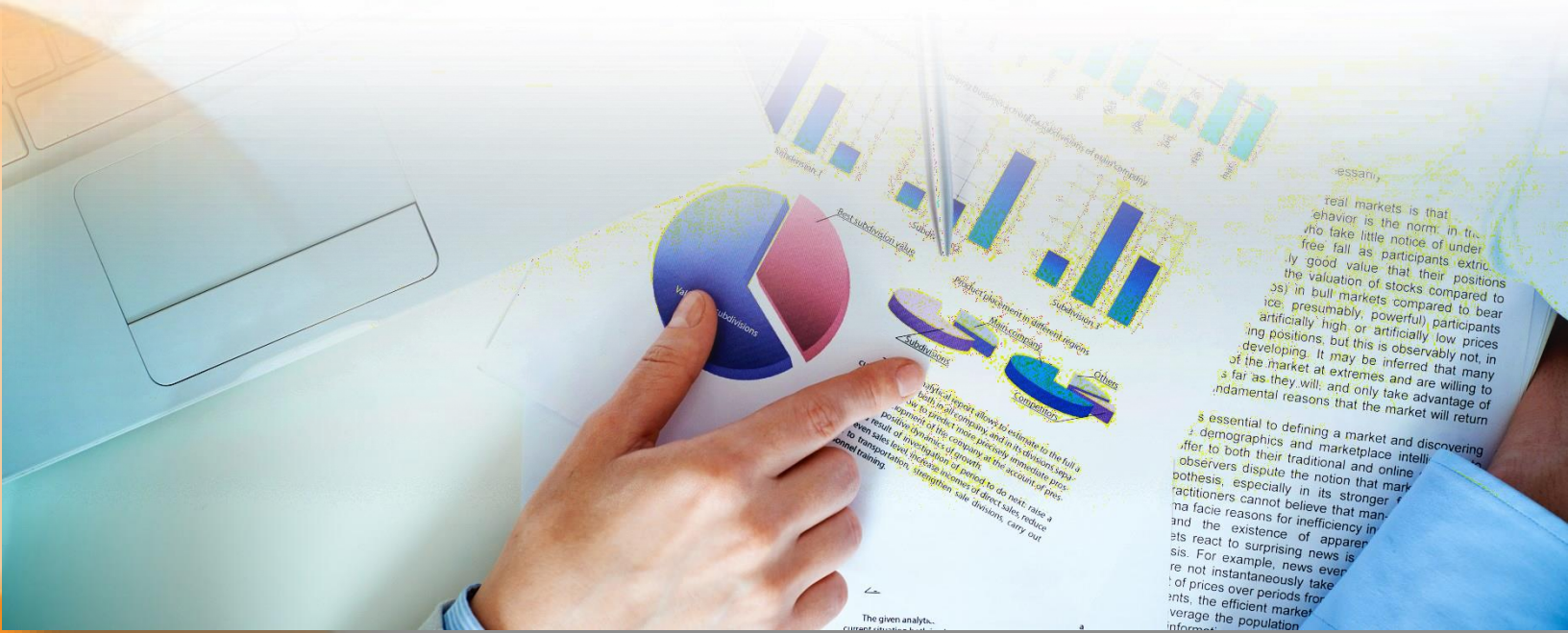
Consolidated Balance Sheet

(₹ in Thousand)

ASSETS	As on 31-03-2024	As on 31-03-2023
(1) Non-Current Assets		
(a) Property, Plant and Equipment and Intangible assets		
(i) Property, Plant and Equipment	1,01,553	1,00,628
(ii) Capital Work in Progress	0	0
(iii) Intangible assets	1,10,357	8,552
(b) Non-Current Investments	4,780	3,617
(c) Long Term Loans & Advances	0	0
(d) Other non-current assets	41,699	25,893
(2) Current Assets		
(a) Current Investments	74,586	32,492
(b) Inventories	0	43,793
(c) Trade receivables	1,18,888	84,931
(d) Cash and Cash Equivalents	23,690	11,638
(e) Short term loan & advances	0	0
(f) Other current assets	48,872	725
TOTAL	5,24,425	3,12,269

Profitability Snapshot





Management Commentary for Trust Fintech Limited

Introduction

The past fiscal year has been transformative for Trust Fintech Limited, marked by Listing on NSE Emerge Platform, robust growth, significant achievements in product innovation, and strategic market expansion. As a experienced player in the fintech industry, our commitment to delivering cutting-edge financial solutions has driven our success and strengthened our market presence.

Financial Performance

Our financial performance this year reflects our robust growth trajectory. We achieved a **55%** increase in revenue, driven by higher demand for our cloud-based core banking solutions. Net profit also rose by **211%** underpinned by cost optimization measures and increased operational efficiencies. These results affirm the effectiveness of our strategic initiatives and our ability to deliver value to our stakeholders.

Product Innovation

Innovation remains at the heart of our company. This year, we launched several new features in our core banking platform, including enhanced AI-driven analytics, improved cybersecurity measures, and a more user-friendly interface. These enhancements have received positive feedback from our clients, contributing to higher customer satisfaction and retention rates. Additionally, our ongoing investment in R&D ensures that we remain at the forefront of technological advancements in the banking sector.

Market Expansion

We have successfully expanded our presence in key international markets, particularly in Asia , USA , Canada , Middle East and Africa . Our strategic partnerships with regional financial institutions have enabled us to tailor our solutions to local requirements, thereby increasing our market penetration. The establishment of new regional offices and the expansion of our global sales team have been pivotal in driving our international growth.

Customer Success

Customer success is a cornerstone of our business strategy. This year, we implemented a new customer success program designed to enhance client engagement and support. The program includes comprehensive training sessions, 24/7 customer support, and regular performance reviews. These initiatives have led to a significant improvement in customer satisfaction scores and a decrease in customer churn rates.

Strategic Partnerships

Strategic partnerships have played a crucial role in our growth strategy. We have forged alliances with leading technology providers, fintech companies, and consulting firms to offer integrated solutions that meet the diverse needs of our clients. These partnerships have not only expanded our product offerings but also opened new revenue streams and market opportunities.

Sustainability and Social Responsibility

Our commitment to sustainability and social responsibility is unwavering. We have adopted eco-friendly practices in our operations, reduced our carbon footprint, and promoted digital literacy through various community initiatives. We believe that responsible business practices are essential for long-term success and societal well-being.

Management Commentary for Trust Fintech Limited

Outlook

Looking ahead, we are optimistic about our growth prospects. We plan to continue investing in
innovation, expanding our global footprint, and strengthening our customer relationships. The evolving financial landscape presents both challenges and opportunities, and we are well-positioned to navigate them with agility and resilience. Our strategic priorities for the upcoming year include:

- **Expanding our AI and machine learning capabilities** to offer more personalized and efficient banking solutions.
- **Enhancing our cloud infrastructure** to provide scalable and secure services. **Growing our presence in emerging markets** through strategic partnerships and local investments.
- **Fostering a culture of continuous improvement** and innovation within our organization.

Conclusion

In conclusion, we are proud of the progress we have made and remain committed to delivering
exceptional value to our customers, partners, and shareholders. We thank our dedicated employees for their hard work and our clients for their trust and support. Together, we look forward to another year of success and innovation.

Hemant Chafale
Trust Fintech Limited
Date: 12/07/2024

Management Guidance for Trust Fintech Limited

Introduction

As we look forward to the coming fiscal year, our focus remains on sustainable growth, innovation, and customer satisfaction. We are committed to leveraging our strengths and addressing new opportunities in the dynamic financial technology landscape. Below, we outline our strategic priorities and operational plans designed to drive our company forward.

Strategic Priorities

For the upcoming year, we project increased demand for our cloud-based and AI-enhanced core banking solutions. Supported by our ongoing cost optimization initiatives and operational efficiencies, Key Strategic Priorities set-up by us includes:

1. **Product Innovation and Development**
    - **AI and Machine Learning:** We will enhance our AI and machine learning capabilities to offer more advanced analytics, fraud detection, and personalized customer experiences. **Cybersecurity:** Investing in cutting-edge cybersecurity measures to protect our clients' data and build trust in our solutions.
    - **User Experience:** Continuous improvements in our platform's interface to ensure ease of use and increased customer satisfaction.
2. **Market Expansion**
    - **Geographic Diversification:** Expanding our presence in high-growth markets such as Asia, Africa, USA , Canada and Middle East through strategic partnerships and localized solutions.
    - **New Customer Segments:** Targeting mid-sized and community banks, in addition to our traditional large financial institution clients, to diversify our customer base.
3. **Customer Success and Support**
    - **Enhanced Support Services:** Offering 24/7 support and dedicated customer success managers to improve client retention and satisfaction.
    - **Training Programs:** Expanding our training programs to ensure customers can fully leverage our platform's capabilities, leading to better outcomes and higher satisfaction rates.
4. **Operational Efficiency**

    Process Automation: Implementing advanced automation tools to streamline our internal processes, reduce costs, and improve service delivery.

    Talent Development: Investing in employee training and development to foster innovation and retain top talent.

Key Initiatives

1. **Cloud Transformation**

    Accelerate the optimizations of our solutions on cloud infrastructure to provide scalable, secure, and cost-effective services to our clients.
2. **Partnership Ecosystem**

- Strengthen our ecosystem of technology partners, fintech innovators, and consulting firms to deliver integrated and comprehensive solutions.

3. **Regulatory Compliance**
   - Ensure our solutions comply with evolving global regulatory standards, providing our clients with the assurance of security and compliance.
4. **Innovation Teams**
   - Establish innovation labs in strategic locations to foster collaboration and rapid prototyping of new features and products.

Risk Management

We recognize the importance of managing risks associated with rapid technological changes, cybersecurity threats, and regulatory requirements. Our risk management framework includes:

- **Regular Risk Assessments:** Continuous monitoring and assessment of potential risks to stay ahead of emerging threats.
- **Robust Cybersecurity Measures:** Investing in the latest cybersecurity technologies and practices.
- **Compliance Programs:** Keeping abreast of global regulatory changes and ensuring our solutions meet or exceed these standards.

Notable Developments in current financial year.

We have started working on the objective mention in RHP document, and in line with it following of activities have been started:

- **USA Office: The Company** has acquired 90 % stake in TFL TECH INC, a Company registered in the State- DELAWARE, USA . By virtue of this "TFL TECH INC" becomes the Subsidiary Company of the Trust Fintech Limited.

- The company "TFL TECH INC" shall be involved in the activities of marketing and sales of products and services of Trust Fintech Limited in U.S.A.

- The Company is planning to launch our products "LOS" (Loan Origination System) for USA market on 31st July and "CBS" for Credit Union on 31st Oct , 2024 , LOS On ONDC Platform on 31st August respectively after due customization.

- **Setting up of new infrastructure :** We have been allotted new development center facilities by Maharashtra Airport Development Company Limited (“MADC”) with 8096.088 sq.mtrs. equivalent to 2.000 acres for corresponding Plot No. 9B, Sector 17 in the notified area of MIHAN-SEZ, Nagpur at Location Dahegaon. We have completed all the formalities required for finalization of Agreement of that land with MADC Limited

Conclusion

Our guidance for the coming year reflects our commitment to innovation, growth, and customer-centricity. We are confident that our strategic initiatives will position us for continued success and deliver significant value to our stakeholders. As we navigate the evolving financial technology landscape, we remain dedicated to maintaining our leadership position and driving sustainable growth.

We look forward to another year of achievements and thank our employees, customers, and partners for their continued support and trust.

Hemant Chafale
Trust Fintech Limited

Growth Strategy for Trust Fintech Limited

Introduction

As a leading provider of core banking software solutions, our growth strategy focuses on innovation, market expansion, customer success, and operational excellence. This multi-faceted approach will ensure sustained growth and strengthen our position in the global financial technology market.

Strategic Pillars

- **Product Innovation Market Expansion Customer Success**
- **Operational Efficiency Strategic Partnerships**

1. Product Innovation

AI and Machine Learning Enhancements:

- Develop and integrate advanced AI and machine learning capabilities to enhance our analytics, risk management, and fraud detection functionalities. Personalized banking experiences powered by AI will drive customer engagement and satisfaction.

Enhanced Cybersecurity:

- Invest in state-of-the-art cybersecurity measures to protect client data and ensure compliance with evolving regulatory standards. Regularly update security protocols to counteract new threats.

User Experience Improvements:

- Continuously refine the user interface and experience of our platform to ensure it remains intuitive and user-friendly. Incorporate customer feedback into design updates to meet evolving needs.

Open Banking APIs:

- Develop and expand our API offerings to support open banking initiatives. This will enable seamless integration with third-party fintech solutions and enhance the ecosystem around our core banking platform.

2. Market Expansion

Geographic Diversification:

Target high-growth regions such as Southeast Asia, Africa, and Eastern Europe by establishing local offices and forming strategic partnerships. Tailor our solutions to meet regional banking regulations and customer preferences.

New Customer Segments:

Diversify our customer base by targeting mid-sized banks, community banks, and credit unions. Develop specialized solutions that address the unique needs of these segments.

Growth Strategy for Trust Fintech Limited

3. Customer Success

Enhanced Support Services:

- Provide 24/7 customer support with multilingual capabilities. Establish dedicated customer success managers to ensure clients fully leverage our platform's capabilities and achieve their business objectives.

Comprehensive Training Programs:

- Develop and offer extensive training programs to help customers maximize the benefits of our solutions. This includes on-site training, webinars, and an online resource center with tutorials and best practices.

Customer Feedback Loop:

- Implement a robust feedback system to gather insights from customers regularly. Use this feedback to drive continuous improvement in our products and services.

4. Operational Efficiency

Process Automation:

- Implement advanced automation tools to streamline internal processes, reduce operational costs, and enhance service delivery. Focus on automating repetitive tasks and improving workflow efficiency.

Talent Development:

- Invest in employee training and development to foster a culture of innovation and excellence. Encourage continuous learning and provide opportunities for career advancement.

Cost Optimization:

- Identify and implement cost-saving measures across the organization without compromising on quality. Optimize resource allocation to ensure maximum return on investment.

5. Strategic Partnerships

Technology Partnerships:

- Forge alliances with leading technology providers to integrate cutting-edge solutions into our platform. This will enhance our offerings and provide additional value to our customers.

Consulting and Integration Partners:

- Collaborate with consulting firms and system integrators to offer comprehensive implementation and customization services. This will help clients achieve a seamless transition to our platform and maximize their return on investment.

Fintech Collaborations:

- Partner with innovative fintech companies to co-create solutions that address emerging market needs. This will help us stay ahead of industry trends and offer differentiated products.

Growth Strategy for Trust Fintech Limited

Conclusion

Our growth strategy is designed to leverage our strengths and capitalize on emerging success, operational efficiency, and strategic partnerships, we are confident in our ability to achieve sustained growth and reinforce our leadership position. We look forward to driving continued success and delivering exceptional value to our stakeholders.

Hemant Chafale

Trust Fintech Limited

USA Expansion

USA Operations

- Acquired 90% stake in TFL Tech Inc.
- Sanjay Chafale: Ex Director at FISERV and promoter in TFL, join full time from 15th June
- Office address: 920 Justison Street, Wilmington, DE 19801
- Full time sales team will be joining from: 15th August
- LOS for customers would be expected from 31st July
- CBS for USA would be expected from 30th September

Customization for Credit Union North America (USA)

Developing a customized CBS targeting the North American market involves tailored features and functionalities for optimal user experience and market relevance.

- Work in progress on Escrow Configuration.
- Work in progress on Daily Accruals and posting as per day end schedule and Payment frequency.
- ACH Transaction And credit bureaus reporting are under discussion.

60%

Estimated Completion

31st Oct: 2024

CBS For Credit Union in South America Version (Spanish Version)

The present CBS is customized for the credit union from South America with Spanish language and multiple currencies .

Estimated Completion

31st Aug : 2024

Universal Digital Reconciliation

Universal reconciliation aims to match all types of transactions, including deposits, withdrawals, transfers, and payments, across various accounts and systems. This helps ensure that every transaction is accurately recorded and accounted for.

Regular reconciliation can help to detect fraudulent activities, such as unauthorized transaction or alternation to financial records. This is crucial for safeguarding the banks assets and customers trust.

- Reconciliation includes all digital transactions ATM/IMPS/UPI/POS / E-commerce .
- RBI have mandated all banks to complete Digital transaction in max T+1 Basis .

65%

Estimated Completion

31st AUG: 2024

Risk Management using AI

Our AI system utilize previous bank data and records to trains a robust model that predicts customers loan eligibility. By analyzing historical data, the AI assesses various factors and assigns a score, indicating the like hood of loan approval. This scoring mechanism ensure s accurate, data driven decisions, enhancing and efficiency and reliability of the loan approval process. Additionally, it enables banks to keep their Non-performing assets (NPA) under control, ensuring better financial health

10%

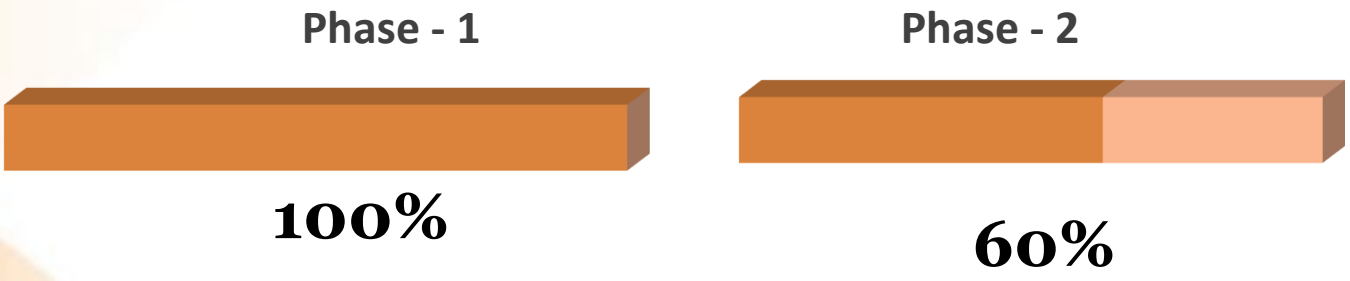
Estimated Completion

31st NOV: 2024

Loan Origination for North American Market

Creating a Loan Origination System tailored for the North American market involves customizing features and processes to meet regional regulatory standards and market demands.

- Changes identified/suggested during phase 1 discussion has been completed which includes labels/ caption/ terminology and new loan products related Changes
- Changes identified/suggested in phase 2 of discussion which includes changes related to different regulations is going on is likely to be completed by 31 Jul 2024



Estimated Completion

31st JUL: 2024

CBS Customization for NBFC's in INDIA

NBFC'S Typically have LOS , LMS , Accounting , Collection and Regulatory compliance modules .

- LOS : Customized for any loan product NBFC
- LMS : LMS is customized for NBFC
- Accounting : Few changes in accounting with respect to Treasury transactions in NBFC's is under development
- Collection module is complete
- Regulatory reporting module is partially complete .

80%

Estimated Completion

30th SEPT: 2024

LOS (Loan Origination) on ONDC

Creating the Loan Origination System (LOS) on ONDC involves developing Buyer and Seller apps including dashboards for enhanced functionality.

Buyer

- Onboarding and all Integration Development has been completed.
- Test Cases as per ONDC PRAMAN has been completed.
- Testing with Other banks as per list shown in Buyer App - completed.

Seller

- ONDC Seller app- Onboarding process is in process
- ONDC demo pending.

60%

10%

Estimated Completion

30TH SEPT: 2024

RBI Compliance Report

RBI now allows reporting based on the last working day data. Enhancements includes using a staging database for master and transactional data, with all data sourced from the staging database. The report format and logic remain unchanged. Data fetching currently done via a services will be automated using a scheduler. This improvement will enhance data analytics and dashboard from the staging table, and the data will be utilized for machine learning and AI in risk analysis.

- Resources with domain knowledge required for complete Mapping and verification of data and testing.
- RBI reports are under testing team

70%

Estimated Completion

31st OCT: 2024

Contact Details & Disclaimer

Trust Fintech Limited

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