



SMALL-CAPS

Earnings Update

The logo for FINDI, featuring the word 'FINDI' in a sans-serif font with a red dot above the 'i', centered within a dark blue square.

FINDI

FND:ASX

29th November 2024

GENERAL ADVICE ONLY - THIS RECOMMENDATION IS GENERAL ADVICE ONLY AND DOES
NOT TAKE INTO ACCOUNT YOUR SPECIFIC CIRCUMSTANCES

EARNINGS UPDATE

Solid 1H25 result reflects positive operational and strategic momentum

Findi Limited (ASX: FND) has reported a solid 1H25 performance, demonstrating positive operational and strategic momentum.

Financial Performance

- Revenue: \$33.9 million (up from \$31.8 million in 1H24)
- EBITDA: \$12.9 million (up from \$12.6 million in 1H24)
- Statutory net loss: \$3.9 million
- Adjusted profit: \$860k (after adding back \$1.6 million in growth initiatives and \$3.16 million in Convertible Debenture costs)
- On track to meet FY25 guidance
- Secured new merchant deal with Central Bank of India
- FindiPay expansion: acquiring 3,000 merchants per month
- Strategic investments in growth initiatives: \$1.6 million

Operational Updates

- State Bank of India (SBI) contract rollout commencing in December 2024
- White Label ATMs (WLA) deployment expected in early 2025
- Acquired Tata Communications Payment Solutions Ltd (TCPSL or Indicash) for \$75.7 million, adding 4,600 Indicash ATMs

KEY STRATEGIC MILESTONE ACHIEVED

FINDI
GROUP

Findi has announced it has acquired Tata Communications Payment Solutions Ltd (TCPSL or Indicash), a wholly owned subsidiary of Tata Communications Limited (Tata)...

KEY STRATEGIC HIGHLIGHTS

1. Immediate White Label ATM (WLA) licence ✓
2. Immediate Payments Switch¹ – 1st WLA Switch in India ✓
3. Low-capex, high-margin franchise model ✓
4. 2nd largest White Label ATM business in India ✓
5. 50% increase to FindiPay margins ✓

Synergies

The Acquisition completes the strategic objective of combining both sides of the business by linking and creating synergies between the **physical** cash ATM business and the **digital** FindiPay business

EARNINGS UPDATE

Outlook

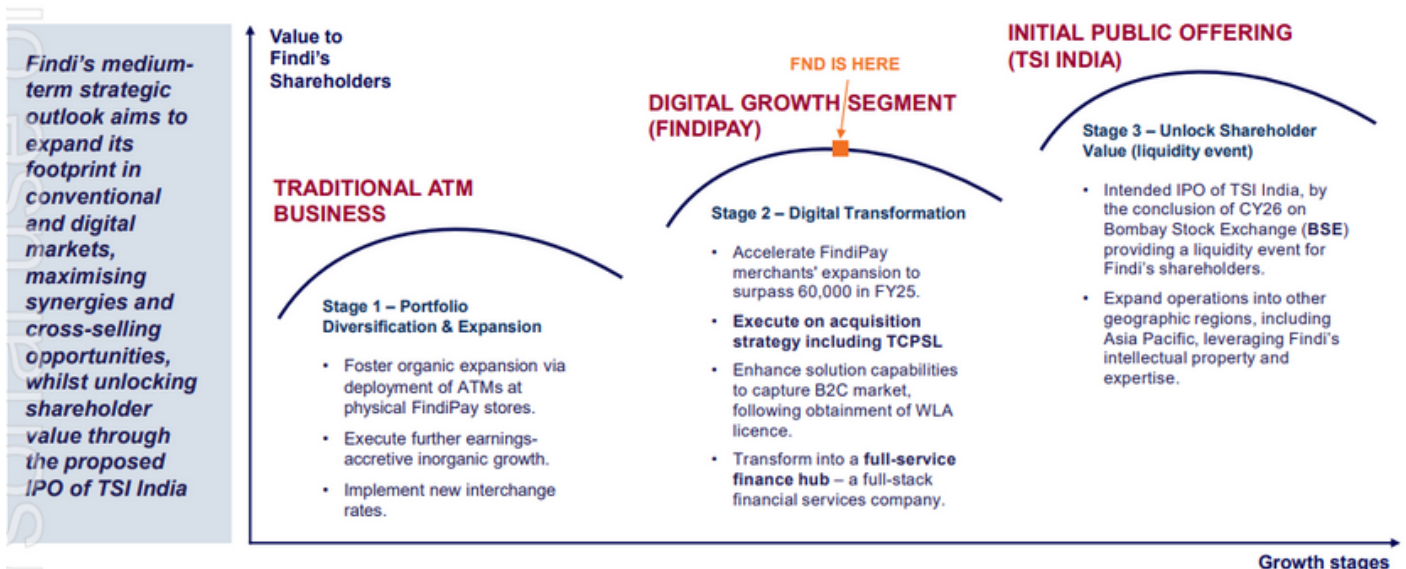
- FY25 Guidance reaffirmed:
 - Revenue: \$80-90 million
 - EBITDA: \$30-35 million
- TCPSL acquisition expected to contribute in FY26:
 - Revenue: \$28-30 million
 - EBITDA: \$5-7 million
 - NPAT: \$2-4 million

Findi shows promising growth potential with its strategic acquisitions and expansion plans. The company's focus on diversifying its services and increasing its footprint in India positions it well for future growth. However, investors should monitor the integration of TCPSL and the execution of the SBI contract rollout, as these will be crucial for meeting FY25 guidance.

STRATEGIC HORIZON

FINDI
GROUP

Findi is positioned to bolster the evolving digital banking, payments and financial services landscape in India through its WLA strategy and flagship platform, FindiPay. This digitalisation drive aims to capture a greater proportion of the financial services ecosystem, supporting sustained and sustainable growth while unlocking shareholder value through the proposed TSI India IPO...



TECHNICALS

APPROACHING BUY ZONE <\$6.50

After Trimming Findi on the Approaching the 19th of November, we are approaching the BUY ZONE around \$6.50



Disclaimer



Our Commitment

recommendations, managed and presented by Milton Park Equities Pty Ltd (ABN 33 668 234 562), as a Corporate Authorised Representative of LeMessurier Securities Pty Ltd (ABN 43 111 931 849) (LemSec), holder of Australian Financial Services Licence No. 296877, offers insights and analyses formulated in good faith. Our evaluations and projections are grounded in the known facts at the time of creation and aim to provide a comprehensive view of the anticipated financial landscape in 2024. However, readers should be aware that these projections are estimates and may not fully materialize.

Scope and Application

The insights within MPC Markets are crafted for a broad audience and do not specifically cater to individual investment objectives, financial situations, or needs. Readers should consider the suitability of the advice in relation to their personal circumstances before making any investment decisions.

Research Integrity and Use

The research and content of MPC Markets are intended solely for our readers and should not be copied, distributed, or shared without proper attribution. While we strive to ensure accuracy and relevance, Milton Park Equities cannot guarantee the continuous updating or correction of the information or opinions expressed within the publication.

Disclaimer of Liability

Milton Park Equities, in its capacity as a Corporate Authorised Representative of LemSec, disclaims any responsibility for losses or damages arising from reliance on the opinions, advice, recommendations, or information—whether direct or implied—contained in the MPC Markets Discount Entry Note, notwithstanding any errors, omissions, or instances of negligence.

Analyst Objectivity

All research analysts contributing to the MPC Markets Discount Entry Note affirm that the views expressed represent their personal opinions regarding the subject companies and financial products covered in the publication.

Copyright and Usage Rights

The content of MPC Markets Discount Entry Note is the property of Milton Park Equities Pty Ltd, either through ownership or licensing agreements. Unauthorized reproduction, adaptation, linkage, framing, broadcasting, distribution, or transmission of this material is prohibited without express written permission from Milton Park Equities, except for personal use or as allowed by applicable laws.