

May 15, 2025

To

BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street, Fort

Mumbai -400001

BSE Scrip Code: 538772

**Subject: Press Release: Robust FY25 performance, Net Revenue up 11% YoY;
Execution focused Q4 with strong FY26 visibility**

Dear Sir/ Ma'am,

In compliance with the provisions of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Press release being issued by the Company today.

The aforesaid information is also being made available on the website of the Company i.e. www.niyogin.com

We request you to kindly take this to your records and oblige.

Yours truly,

For Niyogin Fintech Limited

Neha Daruka

Company Secretary

Encl: a/a

Niyogin Fintech Limited

(CIN L65910TN1988PLC131102)

Regd. office: M.I.G 944, Ground Floor, TNHB Colony, 1st Main road, Velachery, Chennai, Tamil Nadu – 600042

Corporate office: Neelkanth Corporate IT Park, 311/312, 3rd Floor, Kiroli Road, Vidyavihar (w), Mumbai – 400086

Chennai Tel: 044 47210437 | Mumbai Tel: 022 62514646 | email: info@niyogin.in | Website: www.niyogin.com



PRESS RELEASE

Robust FY25 performance, Net Revenue up 11% YoY; Execution focused Q4 with strong FY26 visibility

Mumbai, India | May 15, 2025

Niyogin Fintech Limited (BSE: 538772), a publicly listed fintech platform, today announced developments for the fourth quarter and year ended March 31, 2025.

Commenting on this financial year's development, Amit Rajpal, Non-Executive Chairman & Co-Founder, Niyogin Fintech Limited said, "Niyogin has been through a pivotal year in FY24-25 as we have worked on improving execution, we have exited the year strongly and we feel that both our businesses are well set to achieve sustained profitability while growing at strong rates.

Our strategic actions this year reflect offensive moves—placing the right leaders in the right roles to drive focused execution and unlock scale. These are decisive steps to accelerate performance and build future-ready leadership across the group.

Specifically, we have restructured our cost base in the NBFC and we are confident in terms of achieving sustained profitability from Q1FY26 onwards. We also continue to upskill management and focus on bringing on entrepreneurial talent.

On our tech infrastructure business, IserveU, we have already achieved break-even for Q4FY25 and profitability for the full year. It has exited the year with good momentum and a strong market position.

We are operating with an unshakeable focus on execution, profitability, and value creation. Our emphasis on productivity and AI-driven efficiencies is structurally lowering our breakeven point while enabling focused growth. Senior leadership will be aligned through a future profit pool to reinforce our execution-led culture."

Additionally, Tashwinder Singh, CEO and Managing Director, Niyogin Fintech Limited commenting on the company's performance this quarter said, "I am pleased to share that Q4FY25 was a milestone quarter for Niyogin, delivering record disbursements and marking a significant turning point in our payments infrastructure business.

On the lending side, we recorded gross disbursements of Rs. 115.0 Crores in Q4FY25, the highest in our history. Q4FY25 also saw us successfully raise Rs. 52.0 Crores incremental debt along with proceeds from conversion of warrants. This has allowed us to expand our book meaningfully while preserving balance sheet strength.

iServeU, recorded its first profit before tax (PBT)-positive quarter and three straight quarters of positive EBITDA, a major achievement that reflects the success of our pivot toward high-margin

segment i.e. SaaS which is backed by a strong order book of ~Rs. 400 Crores. This evolution is underpinned by a strong pipeline and growing demand for reliable, integrated tech-infrastructure.

We remain on track to meet our FY26 and FY27 guidance—backed by operational momentum, a robust pipeline, and our differentiated positioning across fintech infrastructure and embedded credit.”

Key Highlights of FY25 & Q4FY25

FY25

- Consol. Net Revenue** stood at Rs. 67.4 Crores up 11% YoY
- Consol. EBITDA loss improved to Rs. 8.6 Crores in FY25 from Rs. 14.8 Crores in FY24
- Successfully raised Rs. 56.2 Crores from conversion of warrants
- Raised Rs. 132.0 Crores from borrowings in FY25 for the NBFC
- AUM* increased by 56% YoY to Rs. 278.8 Crores

Q4FY25

Niyogin- NBFC

- Realigned key leadership roles and management structure to ensure organizational readiness for the upcoming demerger
- Net Interest Income grew to Rs. 8.4 Cores in Q4FY25 up 11% QoQ
- Raised incremental borrowings of Rs. 52.0 Crores
- Lending partnerships added for NBFC: Payme, Growmor, Finsall

iServeU

- Net revenue stood at INR 13.6 Crores; grew 33% QoQ
- Posted first PBT-positive quarter
- Signed contract for Central Bank of India for 150K+ soundboxes
- Delivered UAT portal for Bharat bill payment system to Bank of Baroda

*Including FLDG given for off book exposure of Rs. 19.9 Crores

**Gross Income, net of partner payouts, funding costs, and credit costs

www.niyogin.com

FOR FURTHER DETAILS, PLEASE FEEL FREE TO CONTACT

Investor Relations
Trivenika Avasthi Niyogin Fintech Limited P: +91 22 6251 4646 E: trivenika.avasthi@niyogin.in

Registered Office	Corporate Office
MIG 944, Ground Floor TNHB Colony, 1st Main Road, Velachery Chennai, Tamil Nadu: 600042 Telephone: 044- 61512151	Neelkanth Corporate IT Park 311/312, 3rd Floor Kiorl Road Vidyavihar West Mumbai, Maharashtra: 400086 Email: niyogin.compliance@niyogin.in

Disclaimer:

This press release may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects upon Niyogin and its subsidiaries/associates. These forward-looking statements involve known or unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Forward-looking statements are provided to allow potential investors the opportunity to understand management's beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment. These statements are not guarantees of future performance and undue reliance should not be placed on them. Important factors that could cause actual results to differ materially from our expectations include, amongst other: general economic and business conditions in India, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, change in laws and regulations that apply to NBFCs, increasing competition in and the conditions of the NBFCs, changes in political conditions in India. Neither Niyogin, nor our Directors, or any of our subsidiaries/associates assume any obligation to update any particular forward-looking statement contained in this release. The Company undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws. The reader is cautioned not to place undue reliance on forward-looking statements.