

February 02, 2022

To  
The General Manager,  
(Listing & Corporate Relations)  
BSE Limited  
25<sup>th</sup> Floor, Phiroze Jeejeeboy Towers,  
Dalal Street, Mumbai – 400001  
**Scrip Code:** 538772

**Ref.: Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), 2015.**

**Sub: Q3FY22 Consolidated Total Income at INR 277.3 mn, up 69.1% YoY**

Dear Sir/ Madam,

In compliance with the provisions of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), 2015, please find enclosed herewith the subject press release being issued by the Company today.

We request you to kindly take this to your records as per the requirement of SEBI (Listing Obligations and Disclosure Requirements), 2015 and oblige.

Yours truly,

**For Niyogin Fintech Limited**

**Neha Agarwal**  
**Company Secretary & Compliance Officer**  
**ACS 41425**

**Encl: a/a**

**Niyogin Fintech Limited**

(CIN L65910TN1988PLC131102)

**Regd office:** MIG 944, Ground Floor, TNHB Colony, 1st Main Road, Velachery, Chennai, Tamil Nadu- 600042

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

email : [info@niyogin.in](mailto:info@niyogin.in) | Website : [www.niyogin.com](http://www.niyogin.com)



## PRESS RELEASE

### Q3FY22 Consolidated Total Income at INR 277.3 mn, up 69.1% YoY

Mumbai, India | February 2, 2022

Niyogin Fintech Limited (BSE: 538772), a publicly listed fintech platform, today announced its results for the third quarter and nine months ended December 31, 2021.

**Commenting on the Company's performance, Tashwinder Singh, Managing Director & CEO, Niyogin Fintech Limited said,** "Our business model has been proven via consistent operational and financial results. We have recorded four consecutive quarters of sequential growth led by rapid adoption of our tech enabled platform. We are pleased to announce that we will be shortly launching India's first "neobank as a service" platform in partnership with NSDL Payments Bank and Axis Bank. We further added over 35 retail partners and connected over 30,000 new retail outlets to our network in this quarter. We are focused on building and launching multiple products across all our business lines as part of our hypergrowth strategy. This will enable us to reach our target of Rs 500 crores revenue over the next 3 years."

#### Key Highlights of Q3 FY2022

- Total Consolidated Revenues at INR 277.3 million, up 69.1% YoY
- Debt free and net cash balance sheet. Cash and Equivalents at INR 1,572.3 million
- Rural-tech partners stood at 553, up 38.3% YoY
- Rural distribution touch points reached 228,763, up 121.5% YoY
- The number of partners on our urban channel increased by 33.0% YoY, to 4,864
- The gross transaction value (GTV) including payouts of Rural-Tech for the quarter was INR 23,126.4 million up 21.4% YoY\*
- Wealth Tech AUM grew to INR 22,732.0 million; up 125.3% YoY

\*GTV growth for Q3FY21 and Q3FY22 is including retailer payouts, in line with industry standards. In Q1FY22 the same was excluding payouts

#### About Niyogin Fintech Limited

Niyogin Fintech Limited ([www.niyogin.com](http://www.niyogin.com)) caters to India's underserved MSMEs and rural individuals, and is engaged in diversified segments such as Rural Tech, Credit, and Wealth Tech. In MSMEs, Niyogin counts on the strong customer connect of its to drive business growth on a revenue sharing model. The Company further operates on a hybrid model wherein it provides technology solutions across its different segments to its partners, who in turn handle the physical leg of customer servicing for a revenue share. In rural areas, the Company has been empowering the retail stores to offer payments and financial transactions to customers in their vicinity.

For further details, please feel free to contact:

**Investor Relations team at Niyogin Fintech Limited**

**Rumit Dugar**

CFO, Niyogin Fintech Limited

P: +91 22 6251 4665

E: [investorrelations@niyogin.in](mailto:investorrelations@niyogin.in)

**Diwakar Pingle**

Christensen Advisory

P: +91 22 4215 0210

E: [dpingle@christensenir.com](mailto:dpingle@christensenir.com)

**Registered Office**

MIG 944, Ground Floor

TNHB Colony, 1st Main Road

Velachery

Chennai, Tamil Nadu: 600042

Telephone: 044- 61512151

**Corporate Office**

Neelkanth Corporate IT Park

311/312, 3rd Floor

Kirol Road

Vidyavihar West

Mumbai, Maharashtra: 400086

Email id: [niyogin.compliance@niyogin.in](mailto: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.*