

ONE LINE PITCH

A BFSI-focused SaaS Product Fintech Company with demonstrated solutions, reputed intellectual capital and deep-rooted clientele - aiming for the next level of growth post IPO.

Fast-growing core banking SaaS for mid-tier Banks

BFSI & Technology experienced Team

Scalable & Configurable Product Stack

Marquee clientele long term relationships

Nagpur-headquartered Trust Fintech Limited was founded by Hemant Chafale, Heramb Ramkrishna and Mandar Kishor Deo with a focus on delivering secured core banking solutions and world-class technological solutions to a virtually integrated banking and financial ecosystem. The company has evolved over the last 25 years, adapting to technology and market shifts to reach its current business model and product version. The company has TFL is currently serving District Central Cooperative Banks, Urban Cooperative Banks, Rural Banks, Commercial Banks, Credit Cooperative Societies, and NBFCs in India.

HEMANT PADMANABH CHAFALE MANAGING DIRECTOR & CEO

- First generation Entrepreneur & Instrumentation Engineer
- Three decades of BFSI Software Industry experience

MANDAR DEO DIRECTOR & CTO

- Tech leader with 3 decades of experience
- Leading overall software development and integrations



HERAMB RAMKRISHNA DAMLE DIRECTOR & HEAD OF MARKETING

- Two decades of experience in BFSI Software Techno-Commercial domain
- Part of Trust Fintech from day one and contributed to evolution from day one

SANDHYA NARENDRA GULHANE DIRECTOR & DELIVERY HEAD - ERP

- 26+ years of experience in custom ERP solutions, GST ASP for banking & manufacturing sectors



ANAND SHANKAR KANE EXECUTIVE DIRECTOR & CFO

- Four decades of Banking Technology experience
- Joined Trust Fintech in 2016 for Global Sales & Strategy
- Served as Director Global Sales in Oracle Financial Services product i-Flex CBS

SANJAY PADMANABH CHAFALE ADVISOR

- 31+ years of experience; joined as partner for North and South American operations.
- Formerly at Fiserv USA as Director & Head of Product Development for CBS Business.



TEAM OF REPUTED PROFESSIONALS

250+
People team

250+
Clients across BFSI

~25%
Product development spends

10+
Countries of presence

10
key products

Flexibility in revenue generation
(AMC, Rental, One Time & Exports)

FINANCIAL PERFORMANCE (RS. LAC)

	FY21	FY22	FY23	6MFY24
REVENUE FROM OPERATIONS	2394.66	1,763.25	2,254.34	1,882.14
TOTAL REVENUE	2,417.94	1,800.00	2,270.19	1,883.13
EBITDA	311.24	227.29	594.31	996.33
EBITDA MARGIN (%)	13.00%	12.89%	26.36%	52.94%
PAT	219.66	133.66	402.21	727.95
PAT MARGIN (%)	9.17%	7.58%	17.84%	38.68%



No. of shares (FV Rs. 10 each)	62,82,000 Equity Shares (Fresh Issue)
Price band (Rs.)	Rs. 95-101
Issue size (at the upper band)	Rs. 63.45 crore
Issue type	Fresh issue
Issue dates	Tuesday, March 26, 2024 till Thursday, March 28, 2024
Anchor Book	Friday, March 22, 2024
Reservation for Market Maker	3,18,000 Equity Shares
Reservation for HNIs	8,95,200 Equity Shares
Reservation for QIBs	11,92,800 Equity Shares
Reservation for Retail	20,88,000 Equity Shares
Lot size	1,200 Equity Shares

OBJECTS TO THE ISSUE

- To Setup additional Development facility, instalment of fit outs and interior design works in Nagpur, Maharashtra.
- Investment in procuring hardware and upgrading IT infra;
- Funding of expenditure related to enhancement, maintenance and upgrading existing Product;
- To meet out the Global & Domestic Business Development, Sales and Marketing expenses for the company; and
- General Corporate Expenses

LEAD MANAGER TO THE ISSUE



CORPORATE CAPITALVENTURES PRIVATE LIMITED
B1/E13, First Floor, Mohan Co-operative Industrial Estate,
Mathura Road, New Delhi - 110044,
Tel: +91-11-41824066;
Email: smeipo@ccvindia.com
Investor Grievances Email Id: investor@ccvindia.com
Website: www.ccvindia.com
SEBI Registration: INM000012276
Contact Person: Mrs. Harpreet Parashar

REGISTRAR TO THE ISSUE



BIGSHARE SERVICES PRIVATE LIMITED
Address: Office No S6-2, 6th-floor Pinnacle Business Park,
Andheri (East) Mumbai - 400093
Tel No: +91-22-6263-8200;
SEBI Registration No.: INR000001385
Contact Person: Mr. Vinayak Morbale

SME IPO ADVISOR & GROWTH MENTOR PLATFORM



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ISSUE TO BE LISTED ON

