

# INVESTOR PRESENTATION



# OUR STORY AT A GLANCE

A SaaS product focused company, engaged in providing Core Banking Software Solution, IT Solutions, ERP Implementations, customized software solutions development, IT Services for the BFSI, ERP & E-Governance Domains.



<div>27+</div> <div>Years in Business</div>	<div>150+</div> <div>Happy Clients</div>	<div>300+</div> <div>Employees</div>	<div>7+</div> <div>Solutions Offered</div>
<div>ISO</div> <div>Certified</div>	<div>6,146.39</div> <div>Revenue (FY24) (Rs. Lakhs)</div>	<div>3,096.73</div> <div>EBITDA (FY24) (Rs. Lakhs)</div>	<div>1,630.19</div> <div>PAT (FY24) (Rs. Lakhs)</div>
	<div>12,014.35</div> <div>Revenue (FY25 ) (Rs. Lakhs)</div>	<div>5,555.30</div> <div>EBITDA (FY25) (Rs. Lakhs)</div>	<div>3,211.83</div> <div>PAT (FY25) (Rs. Lakhs)</div>

Expanded our solutions to international market including Tanzania & Malawi

# SYNCING INNOVATION WITH TECHNOLOGY

# PROMOTERS

## SACHIN PURUSHOTTAM PANDE

PROMOTER, MANAGING DIRECTOR & CTO



Mr. Sachin Pande has over 27 years of experience in the IT industry, he co-founded our Company with Avinash Narayanrao Shende in 1997 and has since then played a crucial role in its growth and innovation.

He has been awarded as the CEO of the year in Asia Leadership Awards, held in Mumbai.

He holds a Bachelor's degree in Engineering from Rashtrasant Tukadoji Maharaj Nagpur University and Master's degree in Business Administration from the Institute of Advanced Studies in Education University along with diploma in computer technology.

## AVINASH NARAYANRAO SHENDE

PROMOTER, CHAIRMAN, EXECUTIVE DIRECTOR & CFO



Mr. Avinash Shende has over 27 years of experience in the IT industry. He co-founded our Company with Sachin Purushottam Pande in 1997 and has since then played a crucial role in strategizing, designing & implementing new products. .

He holds a Bachelor's degree in Engineering from Rashtrasant Tukadoji Maharaj Nagpur University and Master's degree in business administration from the Institute of Advanced Studies in Education University along with diploma in computer technology.

# BOARD OF DIRECTORS



**ASIT OBEROI**

NON-EXECUTIVE DIRECTOR

Experienced regional leader with demonstrated experience in banking industry across multiple roles, CFO , COO , Head Transaction banking across Bank of America, Standard Chartered Bank, Fidelity Investments and YES Bank.

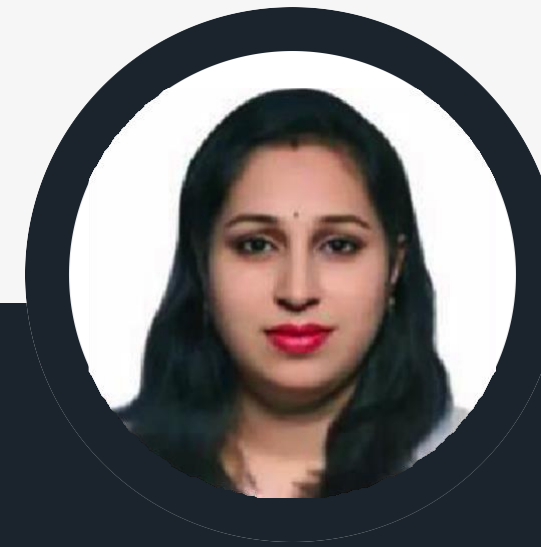
Recent roles have been COO and Head Transaction Banking at YES Bank. He is a Chartered Accountant and a member of the Institute of Chartered Accountants of India (ICAI) since 1989.



**JAIDEEP NARAYAN PAWAR**

NON-EXECUTIVE INDEPENDENT DIRECTOR

Mr. Jaideep Pawar has over 25 years' experience in overseeing sales and business development. He has completed bachelor of engineering from university of Pune and Masters degree in business administration. He has also done a Post Graduate Diploma in Business Analysis and Skills Execution from the Symbiosis Institute of Business Management, Pune in year 2002. He has qualified Senior Executive Leadership Program at Harvard Business School.



**BHANUPRIYA NIKHIL THAKUR**

NON-EXECUTIVE INDEPENDENT DIRECTOR

Ms. Bhanupriya Thakur has over 10+ years of experience of working as a Company Secretary with Bajaj Global Limited and Nagpur Smart and Sustainable City Development Corporation Limited. She is a Qualified Company Secretary since 2015.

She holds a Bachelor's degree in Law and a Master's degree in Commerce

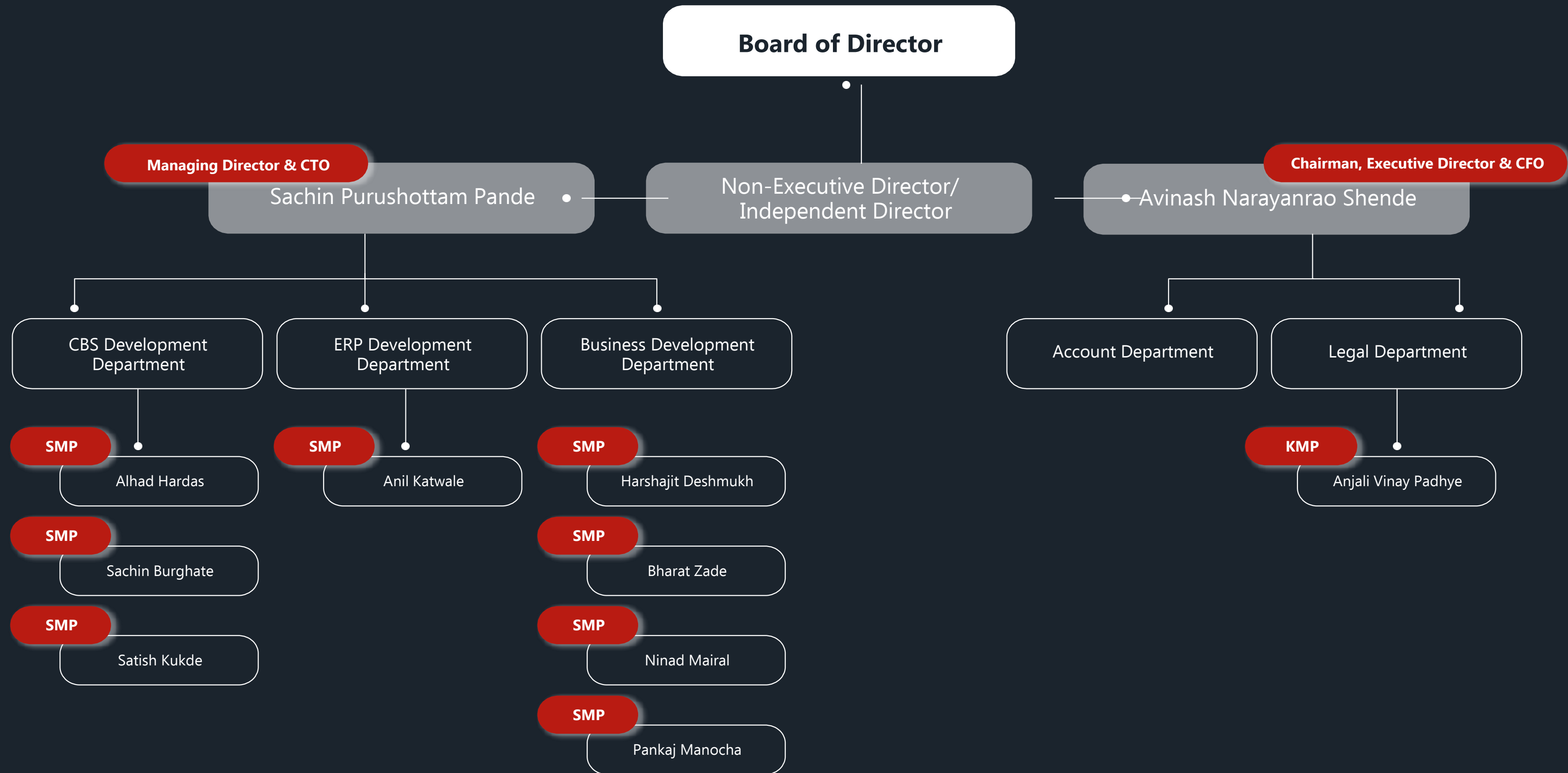


**AYUSH MUNNALAL SHARMA**

NON-EXECUTIVE INDEPENDENT DIRECTOR

Mr. Ayush Sharma holds a LLB degree from Rashtrasant Tukadoji Maharaj Nagpur University completed in year 2011 and is a member of the Bar Council of Maharashtra and Goa since 2011. His areas of practice include corporate law, criminal law, civil litigation, and legal consulting.

# ROBUST MANAGEMENT TEAM



# PRODUCTS & SOLUTIONS OFFERED



**E-Banker Core Banking  
Solution**



**IBS-ERP Solution**



**E-APMC Solution**



**V-PAY Solution**



**Virtual Security Operations  
Centre (V-SOC)**



**LOS** (Loan Origination  
System/Module)



**E-Autopsy**  
(Post-Mortem Department  
Automation Solution)

# DATA CENTRE SOLUTIONS

- VGIL offers a comprehensive suite of data centre services designed to centralize IT infrastructure, enhance operational efficiency and ensure robust data security. Our data centre services are:

01

## Data Management Services:

Are designed to handle the complexities of modern data environments. VGIL ensure that data is stored securely, managed efficiently, and accessible when needed

02

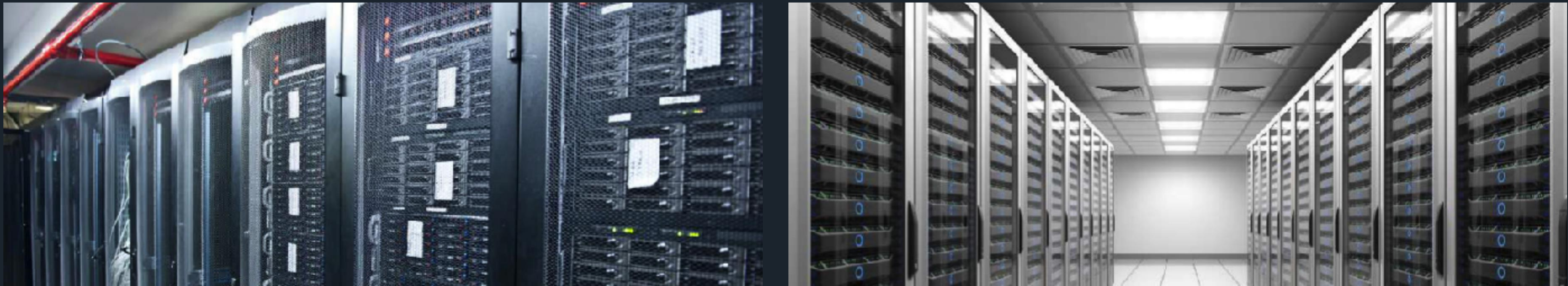
## Disaster Recovery

Are designed to protect businesses from unexpected system failures and data loss. VGIL comprehensive disaster recovery services ensure that businesses can quickly recover and resume operations following a disruption

03

## Cloud Services

Offer scalable, flexible, and secure solutions for businesses looking to leverage the power of the cloud. VGIL cloud services enable businesses to optimize clients' IT infrastructure, reduce costs, and enhance operational efficiency



# KEY CLIENTELE

## INTERNATIONAL BANKING PROJECTS



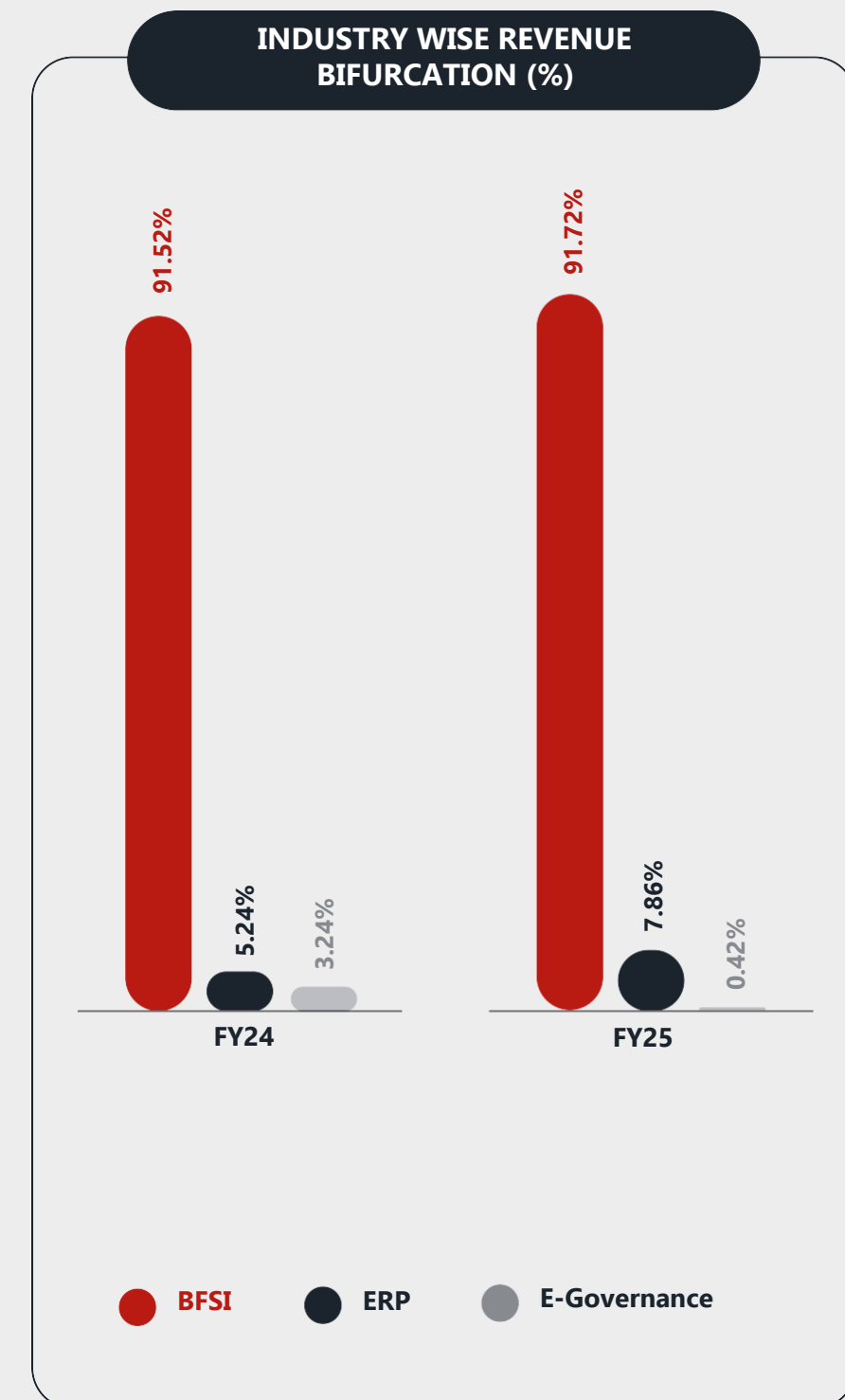
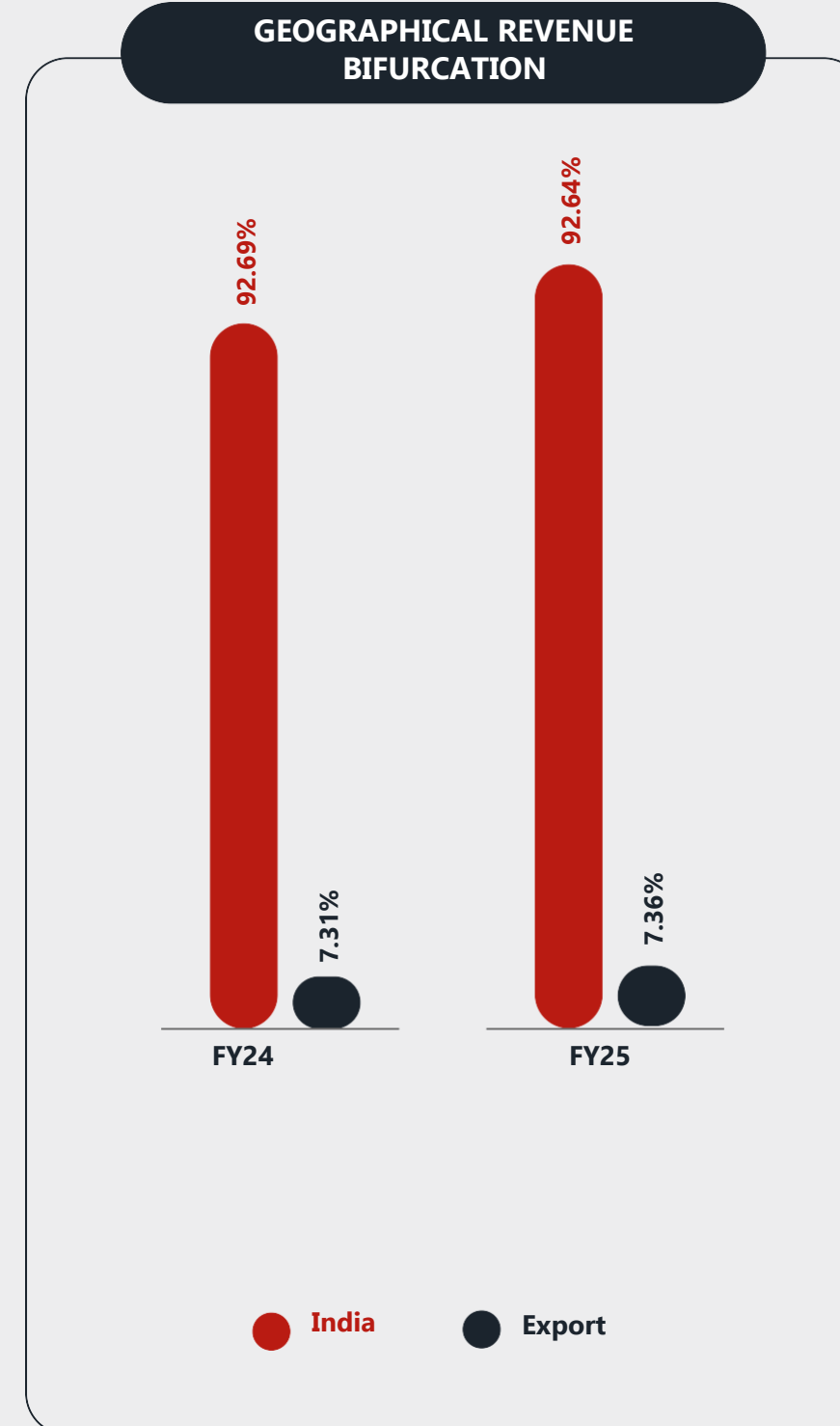
## NATIONAL BANKING PROJECTS



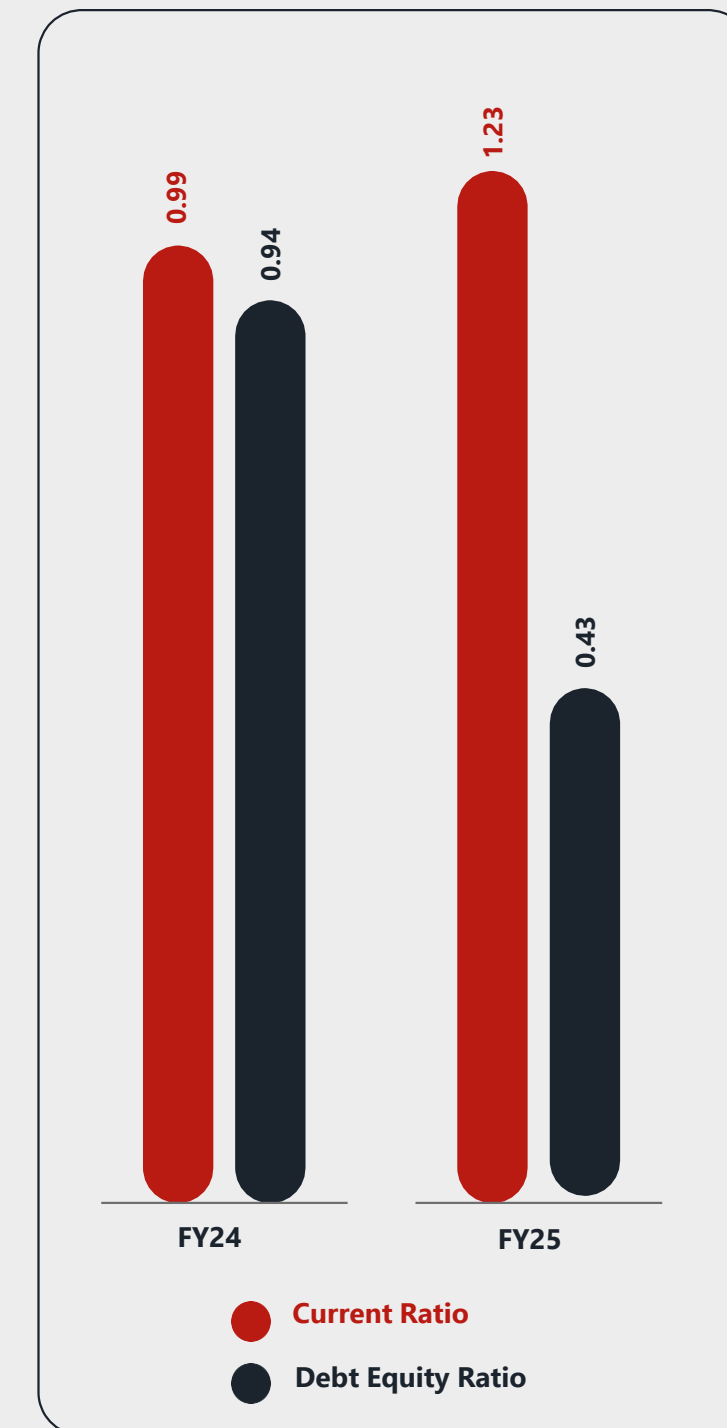
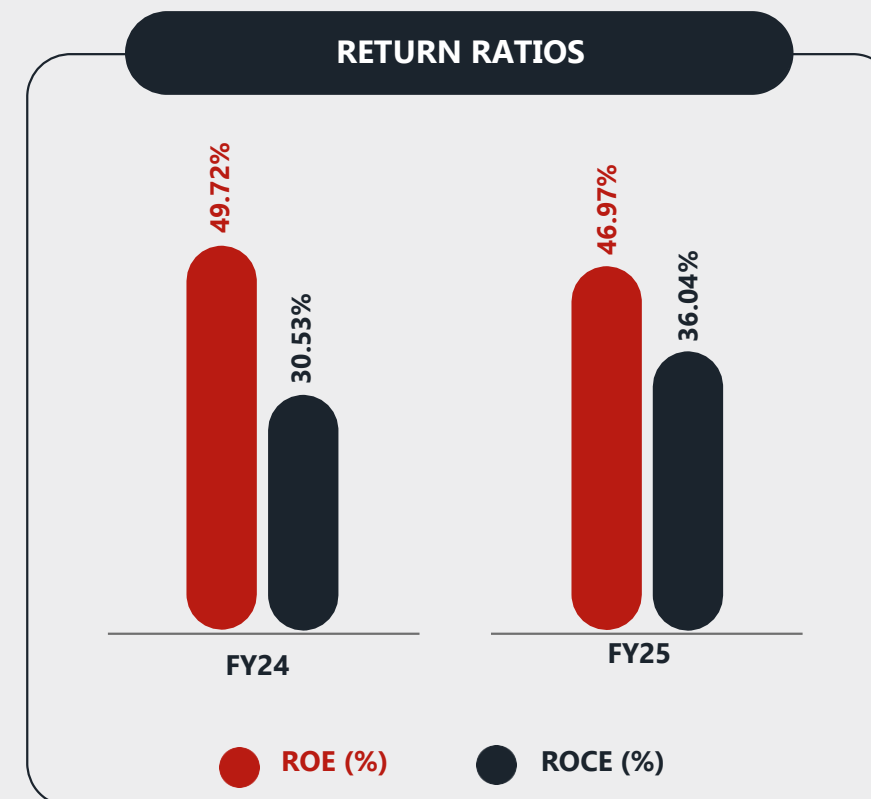
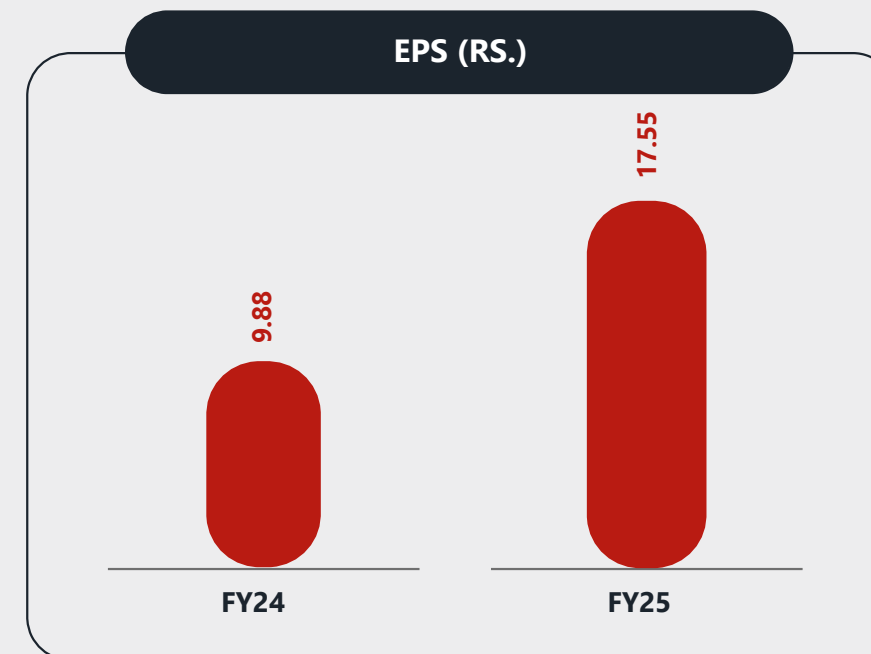
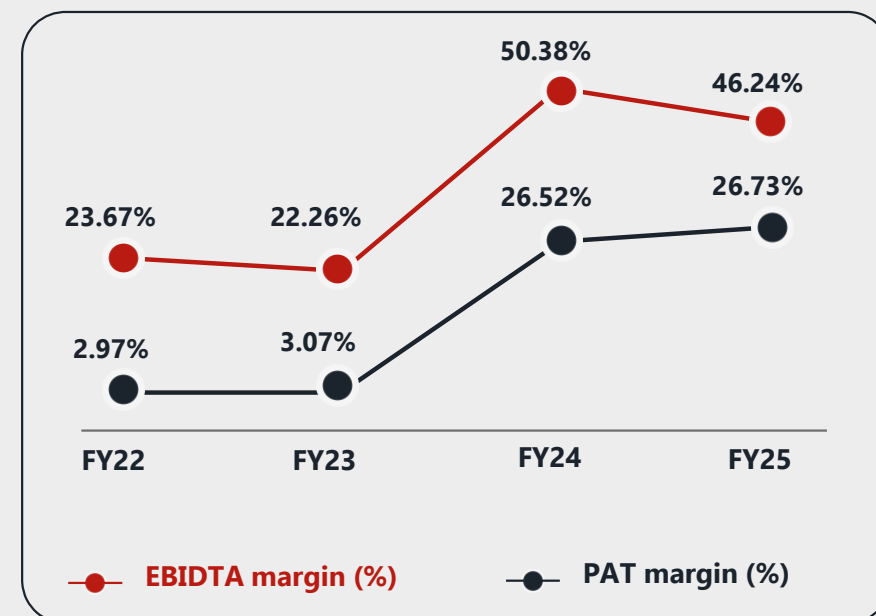
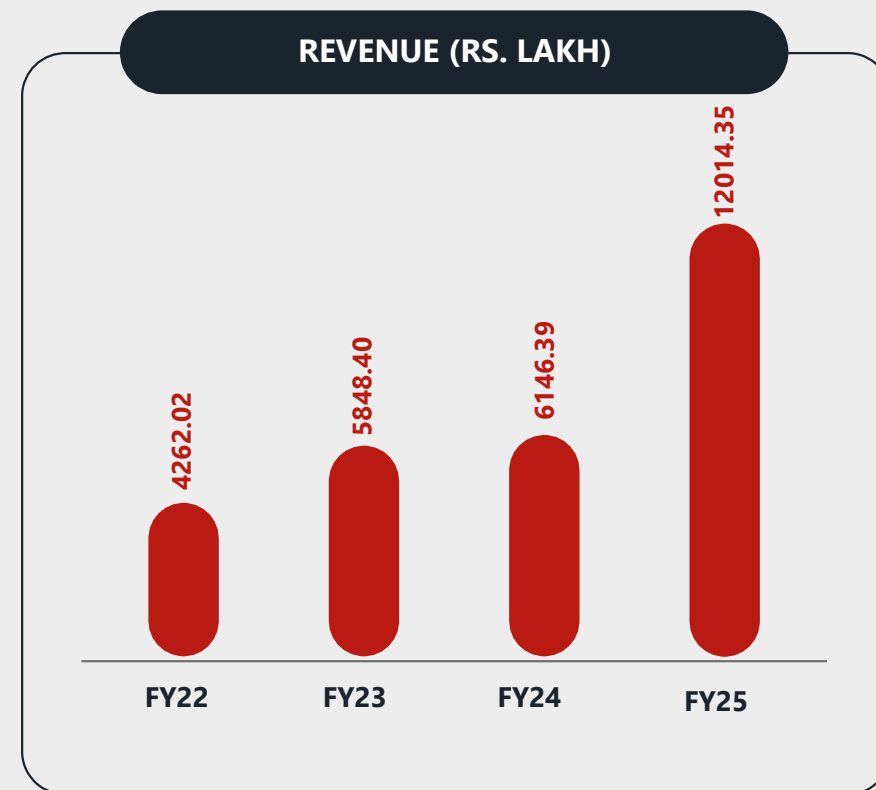
## GOVERNMENT PROJECTS



# DIGGING DEEPER INTO THE REVENUES



# KEY FINANCIALS - STANDALONE



# DECODING THE INDUSTRY OPPORTUNITIES

# CORE STRENGTHS



## One stop solution provider

We provide a comprehensive one- stop solution for the banking and financial services sector, catering to the industry's needs with integrated software solutions. Our core banking solution incorporates a wide range of functionalities, delivering a responsive and efficient platform for our clients

## Diversified business across several verticals

Our clientele spans multiple domains, including BFSI, ERP, and E-Governance. Our clientele includes commercial bank, state cooperative banks, urban cooperative banks, district central cooperative banks, cooperative societies, NBFCs, Savings and Credit Cooperative Societies (SACCOs) under BFSI domain, various corporate clients under Sugar, Solvex, Textiles, Fertilizer & Seed, Education industry under E-governance domain we have served MSAMB and currently serving Maharashtra Labour Welfare Board and Indira Gandhi Govt. Medical College & Hospital, Nagpur

## Diversified revenue streams

Our business benefits from a diversified revenue model, including income from license and subscription fees, implementation and development charges, as well as annual technical support (ATS), annual maintenance contracts (AMC), and support fees. We serve clients across more than 15 states in India and have expanded our reach to the international market such as in Tanzania and Malawi.

## Long standing customer relationships

We are maintaining long-standing relationships with our customers, which allow us to cross-sell a broad range of products and services and acquire new clients. Our strategy includes conducting regular senior management reviews with key customers to gather feedback and identify future opportunities

# CORE STRENGTHS

## Growing our business through intellectual property capabilities

We are committed to investing in the creation of new intellectual property, which has led to the development of several proprietary products. Our ongoing efforts in intellectual property development have resulted in value added products and services

## Quality assurance and quality certification

Quality Assurance (QA) team is dedicated to ensuring the highest performance standards for the developments made by our software development team. We create comprehensive, end-to-end test cases and conduct thorough examinations in both sandbox and production environments

## Experienced promoters and senior management team

Operations are conducted by an experienced management team including Avinash Narayanrao Shende, Chairman, Executive Director & CFO, and Sachin Purushottam Pande, Managing Director & CTO, having over 27 years of experience in the IT industry. Our experienced senior management team has been pivotal in driving the growth of operations, with many members having been with the company for over 15 years.

# KEY STRATEGIES



# SCALING NEW HEIGHTS

# EQUITY CAPITAL STRUCTURE



PARTICULARS	POST-ISSUE	
	No.of Shares	% of Post-Issue Capital
<b>Promoters</b>		
Avinash Narayanrao Shende	74,45,698	29.94%
Sachin Purushottam Pande	74,45,698	29.94%
Total (A)	1,48,91,396	59.88%
<b>Promoter Group</b>		
Shilpa Avinash Shende	6,00,120	2.41%
Sampada Sachin Pande	6,00,120	2.41%
Sameer Pramod Salpekar	2,568	0.01%
Total (B)	12,02,808	4.84%
<b>Public &amp; other group</b>		
Public & other group	87,74,431	35.28%
Total (C)	87,74,431	35.28%
Total (A+B+C)	2,48,68,635	100.00%

# THANK YOU



**Registered Office:**

3, Central Excise Colony, Behind  
Mahatme Eye Bank, Chhatrapati Sq.,  
Ring Road, Nagpur, Maharashtra,  
India, 440015

