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The Deputy Manager
Department of Corporate Services
BSE LTD
PJ Towers, Dalal Street
Mumbai-01

Virinchi signs a multi-year contract with an alternative finance industry's market leader in USA for its "Lead Acquisition" software product

Virinchi has recently acquired an alternate finance industry's market leader based out of USA, to use its "Lead Acquisition" solution which is powered by an unique real time "Rejects Sale" feature which is first of its kind in the industry. This product shall help lenders to Acquire leads from the lead providers and also sell the leads that they decide NOT to give loan to. The software product enables Real-time Acquisition of leads and simultaneous real time sale of the rejected leads and thereby helping lenders get the best price points on both Acquisition and Sale. Lead Acquisition is one of the largest costs items for lenders and this product not only optimizes the Acquisition cost, but also helps them monetize leads that lenders choose not to fund and thereby adding directly to their bottom line.

Qfund "Lead Acquisition" software product has extensive configuration capabilities to apply lender specific business criteria, multiple underwriting and decision models to support Lead Acquiring or Rejects Selling process. In addition, the product is already integrated out-of-box, with multiple lead providers and buyers.

This new software product line, opens multiple new avenues for Virinchi, in North America. It provides opportunity for Virinchi to offer this product to all lenders and also sell as complementary offering to both new and existing customers of Virinchi's flagship software product, QFund Loan Management System

This is for your information and records

Thanking You

Yours Truly
FOR VIRINCHI LTD


K. RAVINDRANATH TAGORE
COMPANY SECRETARY

