

VKL/C&L/2024/15

August 12, 2024

To,

Department of Corporate Relationship BSE Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400001 Scrip Code: 511431	Corporate Relationship Department National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Symbol: VAKRANGEE
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Dear Sir/Madam,

Sub.: Press Release titled **"REVENUE INCREASES BY 6.6%, PAT INCREASES BY 352.5%, CASH PROFIT INCREASES BY 38.0% ON YOY BASIS"**

With reference to the captioned subject and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Press Release titled **"REVENUE INCREASES BY 6.6%, PAT INCREASES BY 352.5%, CASH PROFIT INCREASES BY 38.0% ON YOY BASIS"**.

This is for your information and record.

Thanking you

Yours faithfully,

For **Vakrangee Limited**

Dinesh Nandwana
Managing Director & Group CEO
DIN:00062532

Encl.: A/a

VAKRANGEE LIMITED



PRESS RELEASE VAKRANGEE Q1 FY2024-25 FINANCIAL RESULTS

REVENUE INCREASES BY 6.6%, PAT INCREASES BY 352.5%, CASH PROFIT INCREASES BY 38.0% ON YOY BASIS

- Quarterly Gross Transaction Value (GTV) crossed Rs. 14,086.3 Cr, Quarterly No. of Transactions crossed 3.2 Cr.
- Plans to launch our own Private label and White label category of products in Apparel & Retail segment.
- Dividend recommended: 5% i.e. Rs. 0.05 per equity share of Face Value of Rs.1 each.

MUMBAI, August 12, 2024: Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended June 30, 2024.

KEY FINANCIAL HIGHLIGHTS FOR Q1 FY2024-25 (CONSOLIDATED) ON YOY BASIS

- Total Income stood at Rs. 5,959.7 Lakhs in Q1 FY2024-25, increased by 6.6% on YoY basis.
- EBITDA stood at Rs. 699.8 Lakhs in Q1 FY2024-25, increased by 41.7% on YoY basis.
- PAT stood at Rs. 223.5 Lakhs in Q1 FY2024-25, increased by 352.5% on YoY basis.
- Cash Profit stood at Rs. 612.7 Lakhs in Q1 FY2024-25, increased by 38.0% on YoY basis.

RESULTS PERFORMANCE UPDATE:

- Revenue and Profitability has improved on YoY as well as QoQ basis. The growth in margins and profitability shall continue as we scale up our network and operating leverage kicks in.
- The Company has completed the acquisition of Vortex Engineering Private Limited and Vortex has been considered as a subsidiary of the Company for the purpose of consolidation w.e.f. June 4, 2024.
- The Company plans to launch its own Private label and White label category of products in Apparel & Retail segment.
- Appointed Master Franchisees in 504 Districts across 30 States across the Country. Master Franchisee to provide on-ground operational support to the existing franchisee outlets as well as drive new franchisee acquisition. Plan to achieve 100% District coverage by March 2025.
- Our Current Focus has been on Expanding our Presence through Building Master Franchisee network & to Strengthen our First Mover Advantage, resulting in strong on-ground operational management as well as better growth scalability in future.
- Launch of "VISION 2030" : Our Vision 2030 target is to reach 3 lakh + outlets along with Minimum 15,000+ ATMs. With this, Our plan is to achieve a Revenue target of US\$ 1 Billion by 2030 along with a Gross Transaction Value of more than US\$ 150 Billion.

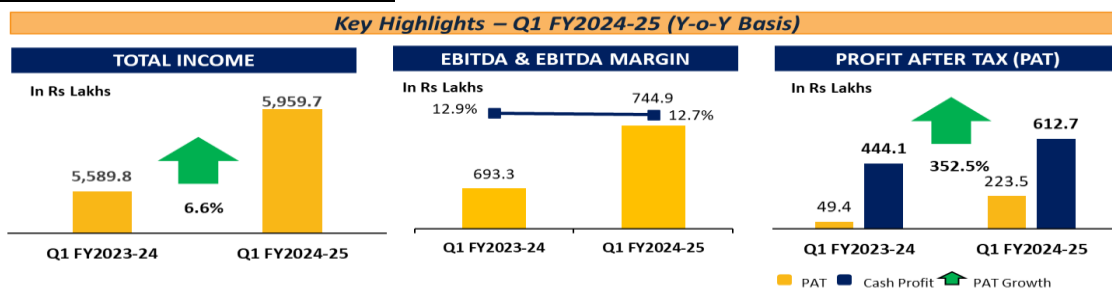
UPDATE ON LEADERSHIP SUCCESSION:

- The Board of Directors announced following changes to the Board:
 - Mr. Dinesh Nandwana appointed as the Chairman Emeritus
 - Mr. Divya Nandwana appointed as the Chairman of the Board
 - Mr. Vedant Nandwana appointed as the Managing Director
 - Mr. Ammeet Sabarwal appointed as the Executive Director & Group CEO
- The Board of Directors also announced appointment of Mr. Shiv Narain Kaushik and Mrs. Savita Keni as Non-Executive Independent Director to the Board.

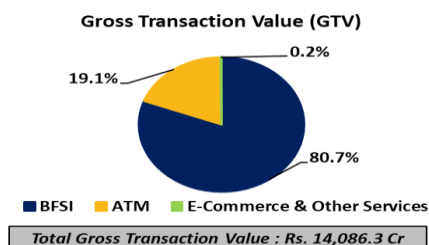
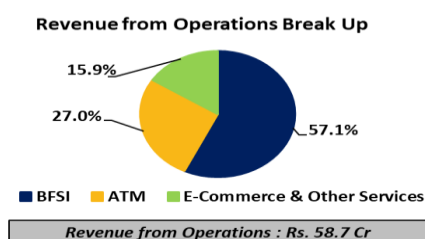
GROWTH STRATEGY UPDATE:

- **Update on Business Strategy : Strategic Growth Initiatives**
 - **Update on Acquisition of Vortex Engineering Private Limited:**
 - Company has completed the acquisition of ~79% equity share capital of Vortex Engineering Private Limited from the IFC, Tata Capital Innovation Fund, Aavishkaar India Investors & other Shareholder ("Seller").
 - The Company is in process for acquisition of another ~14% equity share capital of Vortex Engineering Private Limited from other shareholders of the Company and post-acquisition the total shareholding will increase to ~93%.
 - This is a strategic investment which will help the Company to have a backward integration in place and thereby unlocking future growth opportunities, leverage the cost synergies and technology know-how.

KEY HIGHLIGHTS FOR Q1 FY2024-25:



KENDRA BUSINESS : Q1 FY2024-25 REVENUE & GROSS TRANSACTION VALUE CONTRIBUTION BREAK-UP



KEY HIGHLIGHTS: PERFORMANCE UPDATE

VAKRANGEE : PHYSICAL + DIGITAL ECO-SYSTEM "GO TO MARKET PLATFORM" : BUILDING INDIA'S LARGEST LAST MILE DISTRIBUTION PLATFORM				
PERFORMANCE UPDATE FOR Q1 FY2024-25				
Our Presence	Total No. of Outlets	Presence in States/UTs	Presence in districts	Presence in Tier IV, V & VI
	21,904	31	561	~83%
Our Platform – Key KPIs	Total Transactions	Total GTV		No. of Master Franchisee (Districts Covered)
	~ 3.2 Cr	~ Rs. 14,086.3 Cr		504
ATM Service	No. of ATMs	Total Transactions	Total GTV	Presence in Tier IV, V & VI
	6,037	~ 97.2 Lakhs	~ Rs. 2,683.8 Cr	~76%
Banking Service	No. of Account opened	No. of Insurance / Pension Schemes sold	Total Transactions	Total GTV
	~ 2.8 Lakhs	~ 2.2 Lakhs	~ Rs. 2.2 Cr	~Rs. 11,370.0 Cr

Note: GTV – Gross Transaction Value

VISION 2023 : GROWTH TARGETS



DETAILED EXPANSION PLAN

Sr. No.	Particulars	As on March 31, 2023	As on March 31, 2024	FY2024-25 Est.	FY2025-26 Est.	FY2026-27 Est.	FY2027-28 Est.	FY2028-29 Est.	FY2029-30 Est.
Cumulative									
1	Master Franchisee (Exclusive District Level Business Partner)	158	437	764	764	764	764	764	764
2	Vakrangee Kendra Outlets (Exclusive Standardized Outlet) : Same Look & Feel	20,399	21,653	37,000	57,000	85,000	1,30,000	2,10,000	3,00,000
3	No. of White Label ATMs	6,324	6,487	9,000	11,000	13,000	15,000	15,000	15,000

- **You can access the detailed Vision 2030 document through the below link:**
<https://vakrangee.in/pdf/Policies-PDF/Vakrangee-Vision-2030.pdf>

About Vakrangee Limited

(BSE Code: 511431; NSE Code: VAKRANGEE)

Incorporated in 1990, Vakrangee has emerged as one of India's largest Last Mile Distribution Platform with a Physical as well as Digital Eco-system in place with a PAN INDIA Presence. We are delivering real-time banking & Financial Services, ATM, insurance, e-Governance, e-Commerce (including Healthcare services) and logistics services to the unserved rural, semi-urban and urban markets and enabling Indians to benefit from financial, social and digital inclusion.

Vakrangee has emerged as the "Go To Market Platform" for various Business verticals including Fintech and Digital platforms. The Assisted Digital Convenience stores (Physical Outlets) are called as "Vakrangee Kendra" which acts as the "One-stop shop" for availing various services and products and Digital platform is called as BharatEasy Mobile Super app.

For further information, please contact at:

Email: investor@vakrangee.in