

# Vakrangee

सशक्त परिवर्तन



Vakrangee Limited "Vakrangee Corporate House", Plot No. 93,  
Road No. 16, M.I.D.C, Marol, Andheri (East), Mumbai 400093, Maharashtra  
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F: +91 22 2850 2017 | CIN : L65990MH1990PLC05665E

May 13, 2022

To,

<b>Department of Corporate Relationship BSE Ltd.</b> Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400001	<b>Corporate Relationship Department National Stock Exchange of India Ltd.</b> Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051
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Dear Sir/Madam,

**Sub.:** Press Release titled **"VAKRANGEE DELIVERS ANOTHER STRONG QUARTER WITH REVENUE INCREASING BY 105.02%, PAT INCREASING BY 44.87% ON YOY BASIS"**.

**Ref.:** Scrip Code – 511431/VAKRANGEE

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 **"VAKRANGEE DELIVERS ANOTHER STRONG QUARTER WITH REVENUE INCREASING BY 105.02%, PAT INCREASING BY 44.87% ON YOY BASIS"**.

This is for your information and record.

Thanking you

Yours faithfully,

For Vakrangee Limited

Sachin Khandekar  
Company Secretary  
(Mem. No.: A50577)



Encl.: A/a

## VAKRANGEE DELIVERS ANOTHER STRONG QUARTER WITH REVENUE INCREASING BY 105.02%, PAT INCREASING BY 44.87% ON YOY BASIS

- Revenue from Operations stood at ₹ 208.81 Crore, YoY growth of 105.02%
- EBITDA stood at ₹ 42.05 Crore, YoY growth of 41.76%
- PAT stood at ₹ 30.12 Crore, YoY growth of 44.87%

**MUMBAI, May 13, 2022:** Vakrangee Limited (VL), announced its audited Financial Results for the quarter and year March 31, 2022.

### KEY FINANCIAL HIGHLIGHTS FOR Q4 FY2021-22 (CONSOLIDATED) – YOY BASIS

- Revenue from Operations stood at ₹ 208.81 crore in Q4FY2021-22 as against ₹ 101.85 crore for the corresponding quarter last year, registering a growth of 105.02%.
- EBIDTA stood at ₹ 42.05 crore in Q4FY2021-22 as against ₹ 29.66 crore for the corresponding quarter last year, registering a growth of 41.76%.
- PAT stood at ₹ 30.12 crore in Q4FY2021-22 as against ₹ 20.79 crore for the corresponding quarter last year, registering a growth of 44.87%.
- EPS (basic) for the face value of ₹ 1 stood at ₹ 0.28 in Q4FY2021-22 as against ₹ 0.20 in Q4FY2020-21, registering a growth of 40.00%.

### KEY FINANCIAL HIGHLIGHTS FOR FULL YEAR FY2021-22 (CONSOLIDATED) – YOY BASIS

- Revenue from Operations stood at ₹ 778.69 crore in FY2021-22 as against ₹ 314.29 crore for the corresponding last year, registering a growth of 147.76%.
- EBIDTA stood at ₹ 158.69 crore in Q4FY2021-22 as against ₹ 97.62 crore for the corresponding last year, registering a growth of 62.54%.
- PAT stood at ₹ 109.52 crore in Q4FY2021-22 as against ₹ 62.79 crore for the corresponding last year, registering a growth of 74.43%.

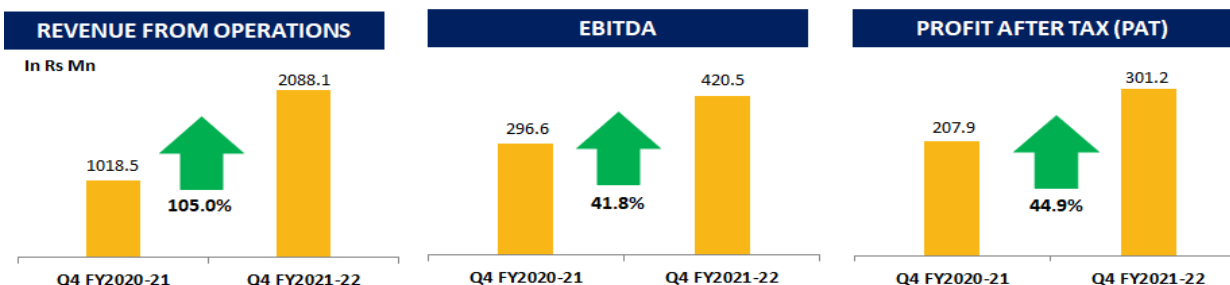
## KEY HIGHLIGHTS: PERFORMANCE UPDATE

**VAKRANGEE : PHYSICAL + DIGITAL ECO-SYSTEM**  
**"GO TO MARKET PLATFORM" : BUILDING INDIA'S LARGEST LAST MILE**  
**DISTRIBUTION PLATFORM**

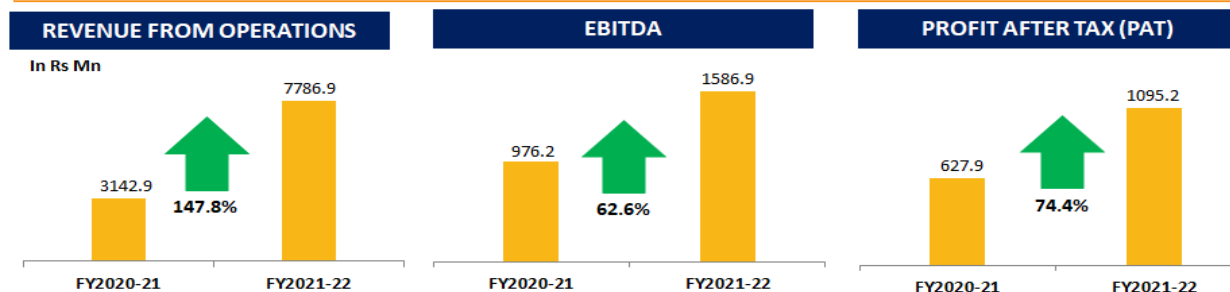
<b>Our Presence</b>	Total No. of Outlets	Presence in States/UTs	Presence in districts	Presence in Tier IV & VI
	22,042	32	564	~84%
<b>Our Platform – Key KPIs</b>	Total Transactions - FY22	Total GTV - FY22	No. of Active Customers	
	~128.0 mn	~ ₹ 4,74,758 mn	~25 mn	
<b>ATM Service</b>	No. of ATMs	Total Transactions - FY22	Total GTV - FY22	Presence in Tier IV & VI
	5,880+	~53.2 mn	~ ₹ 1,13,511.1 mn	~77%
<b>Banking Service</b>	No. of Account opened	Total Transactions - FY22	Total GTV - FY22	
	~2.68 mn	~69.7 mn	~ ₹ 3,52,253.0 mn	

## KEY HIGHLIGHTS FOR Q4 FY2021-22 & FULL YEAR FY2021-22:

### Key Highlights – Q4 FY2021-22 (Y-o-Y Basis)



### Key Highlights – Full Year FY2021-22 (Y-o-Y Basis)



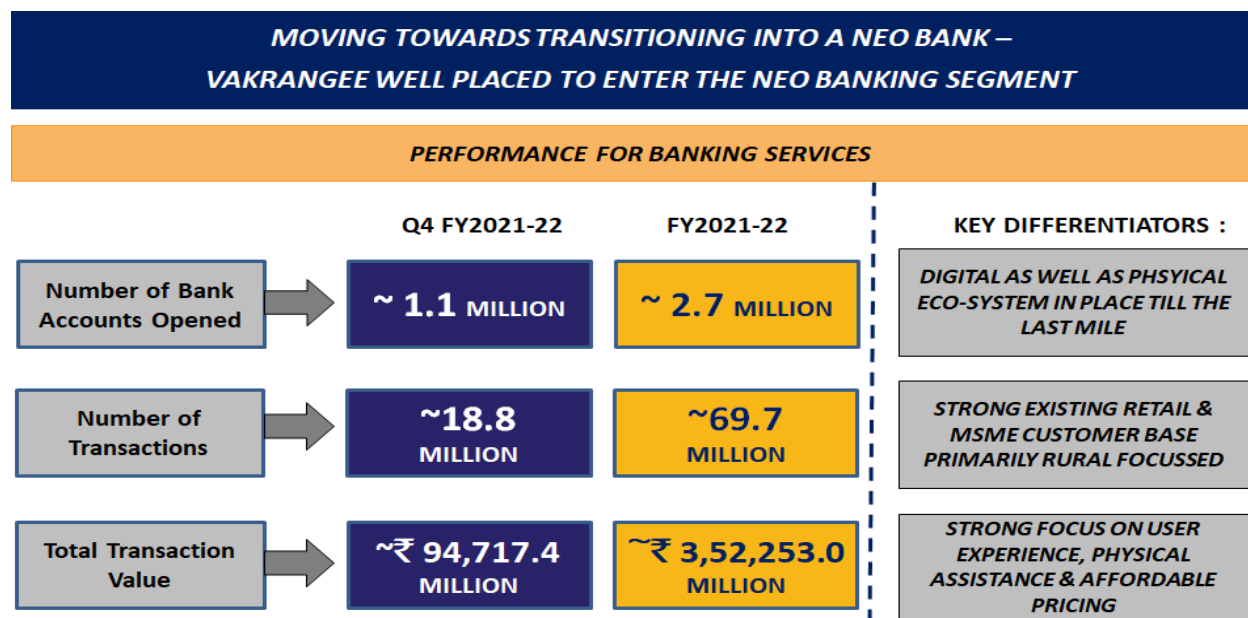
## RESULTS PERFORMANCE UPDATE:

- **Strong Growth witnessed during Q4 FY2022 & Full Year FY2022 : Positive**
  - Witnessed strong Financial & Operational growth. Return to normalcy on the business front as E-commerce, Online Healthcare and other Financial services have become operational.

- Strong growth witnessed in Revenues due to increase in Number of outlets on a YoY basis as well as services becoming operational.
- **Focus on New Verticals : Neo-Banking including Demat and Stock Trading Services, Digital Healthcare (eHealth)**
  - With a strong Physical as well as Digital eco-system in place till the last mile, Vakrangee is well placed to transition into Neo-banking segment.
  - Launched a successful pilot for Digital healthcare services across 1,000+ outlets in Q4 FY2021-22. Registered a 700%+ growth on MoM basis during the said quarter.
  - Launched a successful pilot for Demat services across 3,500+ outlets in Q4 FY2021-22.
- **Planned Target for Future Growth : To Focus on Market Expansion & strengthen First Mover Advantage**
  - Aligned our Strategy with one of the Existing Service partner to expand our presence across the country in every Gram Panchayat level.
  - **To Fast pace our strategy and capture market to achieve our Long Term targets well ahead of targeted timelines through :-**
    - Launching Additional Franchisee incentive schemes through re-investing cash flows which would lead to quick payback for them as well as drive strong franchisee interest.
    - Aggressive marketing on Pan India basis which would result in to Higher lead funnel for Franchisee acquisition.
    - Near Term Profitability may get impacted as we re-invest our Operational cash flows for enhancing Franchisee incentives and increase our marketing spends. However, this strategic initiative shall lead to significant growth in profitability in the long run.
  - **Plan to achieve our Long Term Outlet expansion Target of 75,000 Next-Gen outlets within the next 12 -18 Months.**

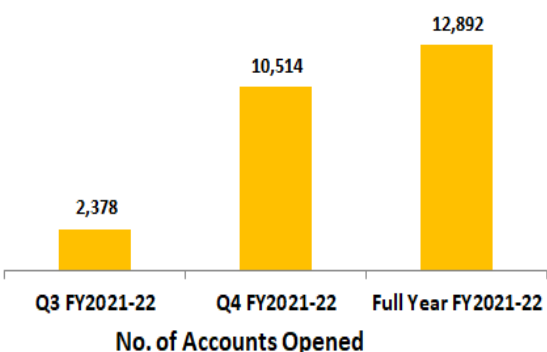
#### STRATEGY UPDATE:

- **Moving Towards Transitioning into a Neo Bank – Vakrangee Well Placed To Enter The Neo Banking Segment**



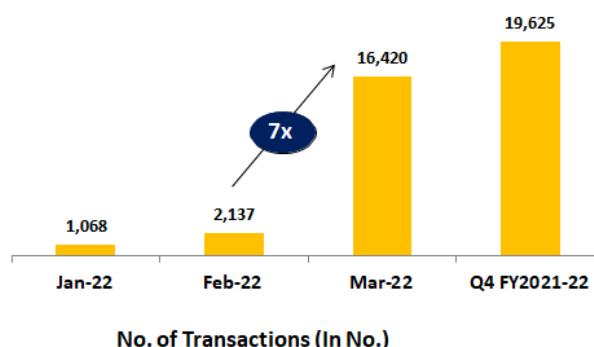
➤ PERFORMANCE FOR PILOT PROJECT : NEW SERVICE LAUNCHED

**ONLINE DEMAT & TRADING SERVICE**



**PILOT IN 3,500+ OUTLETS**

**DIGITAL HEALTHCARE SERVICE**



**PILOT IN 1,000+ OUTLETS**

- The Services are available on both Digital Platform (BharatEasy App) as well as Physical network of Vakrangee kendras.
- Services would be rolled out now across the entire Network in the current FY2022-23.

**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](mailto:investor@vakrangee.in)