

October 21, 2022

To,

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

Sub.: VAKRANGEE LIMITED Q2 FY2022-23 RESULTS UPDATE PRESENTATION

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 VAKRANGEE LIMITED Q2 FY2022-23 RESULTS UPDATE PRESENTATION considered in the Board Meeting of the Company held on October 21, 2022.

Thanking you,

Yours faithfully,

For **Vakrangee Limited**

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

Encl.: A/a

THE ASSISTED DIGITAL CONVENIENCE STORE



“GO TO MARKET PLATFORM” : BUILDING INDIA’S LARGEST LAST MILE DISTRIBUTION PLATFORM

VAKRANGEE LIMITED
Q2 FY2022-23 RESULTS UPDATE

October 21, 2022

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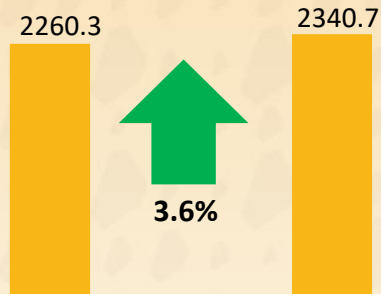
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RESULTS PERFORMANCE UPDATE

Key Highlights – Q2 FY2022-23 (Q-o-Q Basis)

REVENUE FROM OPERATIONS

In Rs Mn

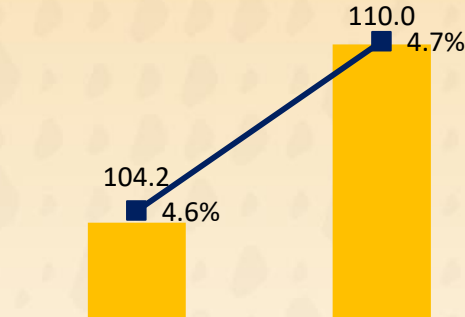


Q1 FY2022-23

Q2 FY2022-23

EBITDA & EBITDA MARGIN

In Rs Mn

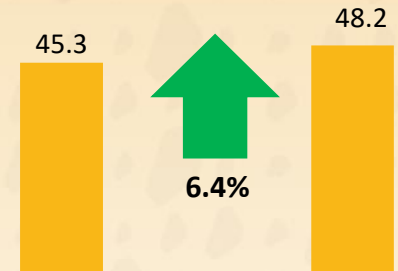


Q1 FY2022-23

Q2 FY2022-23

PROFIT AFTER TAX (PAT)

In Rs Mn



Q1 FY2022-23

Q2 FY2022-23

- **Consistent & Sustainable Revenue Growth** : Revenue have increased 13.0% on YoY basis and 3.6% on QoQ basis due to increase in Number of outlets as well as services becoming normalized and operational.
- PAT has increased by 6.4% on QoQ basis. However, **Near Term Profitability has been impacted** as we are re-investing our Operational cash flows for enhancing Franchisee incentives. **Profit Margins have bottomed out & are improving on QoQ basis. Company is confident to deliver improved profitability & sustainable growth in the subsequent quarters.**
- Margins have been Impacted primarily due to the Launch of Additional Franchisee incentive schemes. The Impact would keep on reducing over the next few quarters thereby Gross Margins and Profitability will keep on improving henceforth in the subsequent quarters.
- **Our Focus has been on Market Expansion & to Strengthen our First Mover Advantage.**
- Further, we have introduced **New attractive pricing** as well as **Master Franchisee Initiative** which would help us scale at a much faster pace and thereby **achieve our Long Term targets well ahead of targeted timelines.**
- **Our Plan is to achieve Long Term Outlet expansion Target of 75,000 Next-Gen outlets within the next 18 Months.**

Key Profit & Loss Statement Items

Particulars (Rs. Mn.)	Q2 FY2022-23	Q1 FY2022-23	YoY%	H1 FY2022-23
Revenue from Operations	2,340.7	2,260.3	3.6%	4,601.0
Total Expenses	2,286.3	2,213.9	3.3%	4,500.2
EBIDTA	110.0	104.2	5.6%	214.3
Profit before Tax (PBT)	68.1	65.0	4.8%	133.1
Tax Expenses	19.9	19.7	1.0%	39.6
Profit after Tax (PAT)	48.2	45.3	6.4%	93.5
Earnings per Share (EPS Basic)	0.05	0.04	25.0%	0.09

Key Balance Sheet Items

Particulars (Rs. Mn.)	H1 FY2022-23	FY2021-22	Particulars (Rs. Mn.)	H1 FY2022-23	FY2021-22
Net Worth	27,518.8	27,477.2	Fixed Assets	1,330.9	1,405.1
Share Capital	1,059.5	1,059.5	Other Non-Current Assets	6,000.6	6,023.4
Other Equity	26,459.3	26,417.7	Inventory	38.5	41.0
Total Debt	0.0	0.0	Trade Receivables	10,132.9	9,554.3
Long Term Debt	0.0	0.0	Cash & Cash Equivalents	523.4	567.2
Short Term Debt	0.0	0.0	Other Current Assets	11,514.10	11,768.6
Other Non-Current Liabilities	75.7	43.5	Less: Trade Payables	622.6	365.0
Total Sources of Funds	27,594.5	27,520.7	Less: Other Current Liabilities	1,323.3	1,473.9
			Net Current Assets	20,263.0	20,092.2
			Total Application of Funds	27,594.5	27,520.7

VAKRANGEE : PHYSICAL + DIGITAL ECO-SYSTEM
“GO TO MARKET PLATFORM” : BUILDING INDIA’S LARGEST LAST MILE DISTRIBUTION PLATFORM

PERFORMANCE UPDATE FOR Q2 FY2022-23

Our Presence



Total No. of Outlets

24,887

Presence in States/UTs

32

Presence in districts

595

Presence in Tier IV & VI

~82%

Our Platform – Key KPIs



Total Transactions

~ 33.0 mn

Total GTV

~ ₹ 1,29,405.0 mn

No. of Active Customers

~ 25 mn

ATM Service



No. of ATMs

5,987

Total Transactions

~ 12.9 mn

Total GTV

~ ₹ 30,062.5 mn

Presence in Tier IV & VI

~77%

Banking Service



No. of Account opened

~ 0.6 mn

No. of Insurance / Pension Schemes sold

~ 0.2 mn

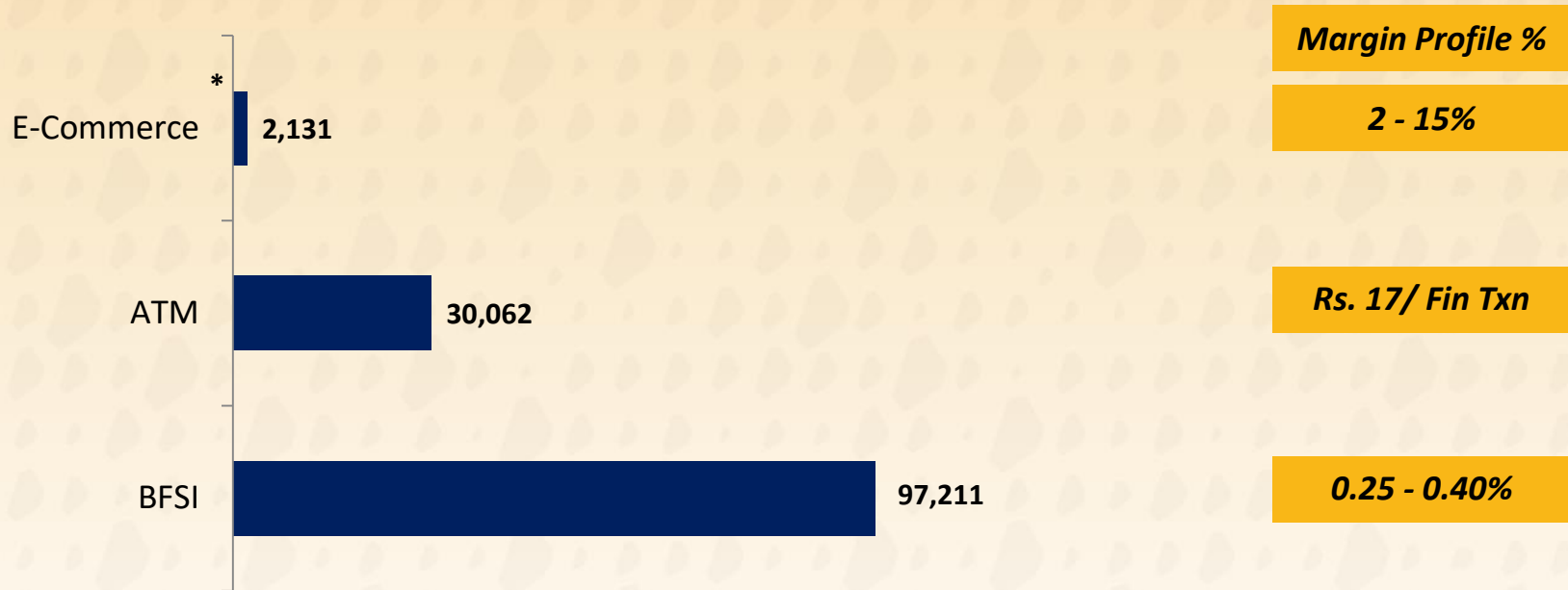
Total Transactions

~ ₹ 19.3 mn

Total GTV

~ ₹ 96,887.1 mn

**Q2 FY2022-23 – GROSS TRANSACTION VALUE CONTRIBUTION
(RS. MN.)**



- BFSI and ATM services witnessed robust QoQ as well as YoY growth as we get back to pre-covid growth path.
- E-Commerce, Online Healthcare and Other services have now become operational and have witnessed YoY growth and is improving.



**JITENDRA
GAHALOT**

Franchisee – **JITENDRA GAHALOT** from a **Tier-6** location of Pali, Rajasthan have Earned ₹ **1,15,476** in just month from **BFSI – Banking Services**

**Total Transaction Value - ₹
₹ 3,58,16,400**



**PREM
SHANKAR
JAT**

Franchisee – **PREM SHANKAR JAT** from a **Tier-6** location of Udaipur, Rajasthan have Earned ₹ **1,62,540** in just month from **ATM Services**

**Number of Financial Transaction -
14,555**

**Total Transaction Value –
₹ 1,56,28,000**



**KAJALBEN
PATEL**

Franchisee - **KAJALBEN PATEL** from a **Tier-2** location of Ahmadabad, Gujarat have Earned ₹ **90,160** in one month from **BFSI-DMT Services**

**Number of Transactions –
4,096**

**Total Transaction Value -
₹ 1,40,22,953**



**SAHIL
JAIN**

Franchisee – **SAHIL JAIN** from a **Tier-1** location of Panipat, Haryana have Earned ₹ **2,58,475** in just one month from **Healthcare Services**

**Number of Plans Sold –
305**

**Total Transaction Value -
₹ 3,05,000**

STRATEGY UPDATE



**NEW BUSINESS OPPORTUNITY
VAKRANGEE MODELS**



Option: 1

Vakrangee Kendra with ATM
Rs. 2,09,999/-
all inclusive

FREE ATM SERVICES
(Upfront fee of ₹ 9,999 & Refundable Security Deposit of ₹ 2,00,000*)



Option: 2

Vakrangee Only ATM
Rs. 2,00,000/-
all inclusive

100%*
Refundable Security Deposit
of ₹ 2 Lakhs



**FREE
ATM
SERVICES**

Option: 3

Vakrangee Kendra without ATM
Rs. 9,999/-
all inclusive



**FREE ASSURED
BANKING
BC POINT**



**ZERO MAINTENANCE
CHARGES INCLUDING FREE
PARTS REPLACEMENT**



**HIGHEST
COMMISSION**

*TSC Apply

- **LAUNCH OF NEW ATTRACTIVE PRICING FOR ALL KENDRA MODELS**
- **TO LEAD TO QUICK FRANCHISEE PAYBACK AS WELL AS DRIVE STRONG FRANCHISEE INTEREST**
- **RECEIVED OVERWHELMING RESPONSE & ON TRACK TO ACHIEVE THE TARGET OF 75,000 KENDRA**



BECOME A MASTER FRANCHISEE
VAKRANGEE KENDRA MODEL

GET COMPLETE PORTFOLIO OF VAKRANGEE SERVICES AT JUST ₹ 9,999/- & GET VAKRANGEE ATM FOR FREE*

Offer Like Never Before



Become a Banker & Essential Service Provider of your Neighbourhood



PORTFOLIO OF VAKRANGEE SERVICES



- FREE ASSURED BANKING BC POINT**
- FREE ATM* (100% REFUNDABLE DEPOSIT)**
- ZERO MAINTENANCE CHARGES INCLUDING FREE PARTS REPLACEMENT**
- HIGHEST COMMISSION**

*ATM on custodian basis

- **LAUNCH OF NEW ATTRACTIVE MASTER FRANCHISEE SCHEME : A UNIQUE LIFETIME EARNING OPPORTUNITY WHEREBY THE MASTER FRANCHISEE IS ELIGIBLE TO EARN A % OF ACTIVE FRANCHISEE'S EARNINGS ON A ONGOING PERPETUAL BASIS**
- **DISTRICT LEVEL MASTER FRANCHISEE BEING APPOINTED. THIS INITIATIVE WOULD LEAD TO HELP US SCALE AT A FASTER PACE AND EXPAND ON A PAN INDIA BASIS**
- **MASTER FRANCHISEE SHALL BE RESPONSIBLE FOR END TO END MONITORING AND ENSURING OPERATIONAL COMPLIANCES FOR THERE RESPECTIVE FRANCHISEES**

- **APPOINTED MASTER FRANCHISEES IN 53 DISTRICTS ACROSS 15 STATES ACROSS THE COUNTRY.**
- **MASTER FRANCHISEE TO PROVIDE ON-GROUND OPERATIONAL SUPPORT TO THE EXISTING FRANCHISEE OUTLETS AS WELL AS DRIVE NEW FRANCHISEE ACQUISITION.**
- **THIS WOULD LEAD TO HELP US SCALE AT A FASTER PACE AND EXPAND ON A PAN INDIA BASIS.**

Plan to achieve 100% District coverage over the next 12 months !

MASTER FRANCHISEE DISTRICT LEVEL OFFICES



**District : Balaghat
State : Madhya Pradesh**



**District : Patna
State : Bihar**



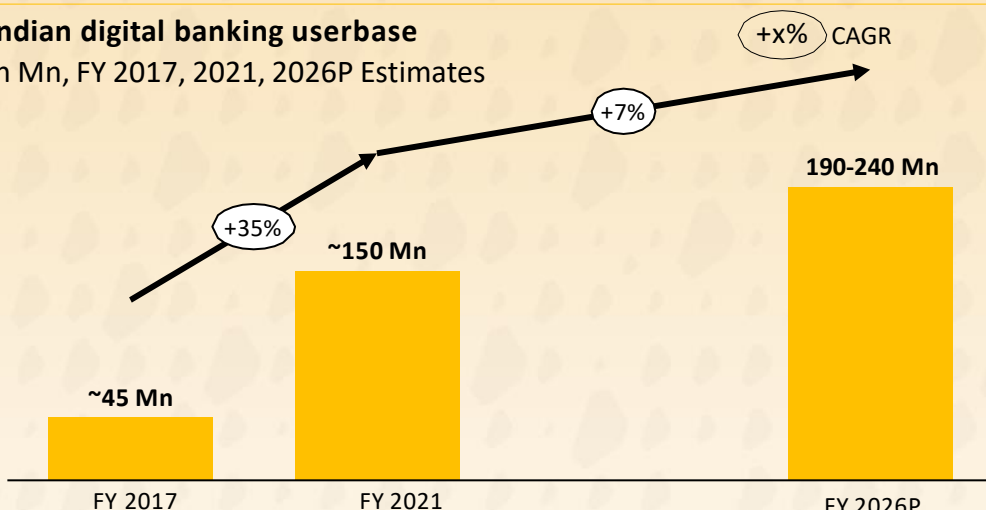
**District : Pithoragarh
State : Uttarakhand**

**DIGITAL BANKING : MOVING TOWARDS NEO BANK –
VAKRANGEE WELL PLACED TO ENTER THE NEO BANKING SEGMENT**

While currently nascent, the Indian Neobanking userbase is expected to grow fast – at 80%+ yearly till FY26

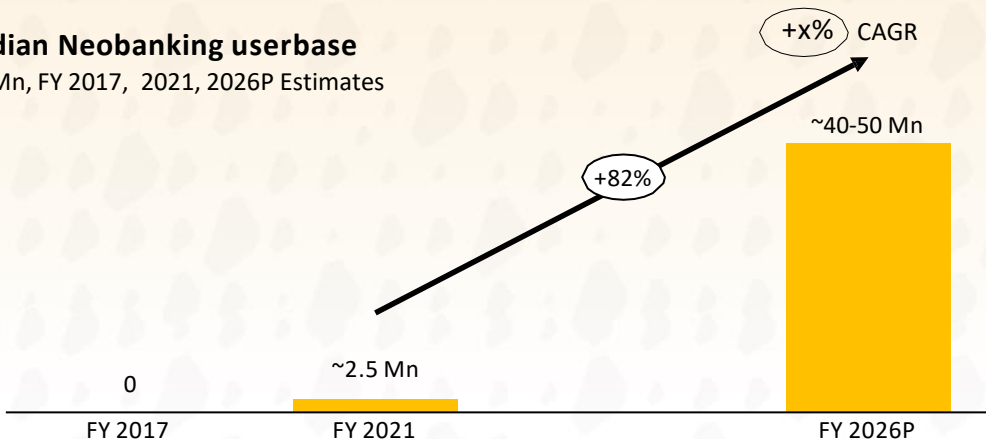
Indian digital banking userbase

In Mn, FY 2017, 2021, 2026P Estimates



Indian Neobanking userbase

In Mn, FY 2017, 2021, 2026P Estimates



Opportunities

Underpenetrated Rural market : Last Mile Retail Customer Base

Lack of trust within the current user base. Therefore, Physical Presence & Assistance is a Key Differentiator

Diversified service offerings : BFSI Services like Demat, MFs, insurance, and lending

Opportunity to tap into the MSME market

**MOVING TOWARDS TRANSITIONING INTO A NEO BANK –
VAKRANGEE WELL PLACED TO ENTER THE NEO BANKING SEGMENT**

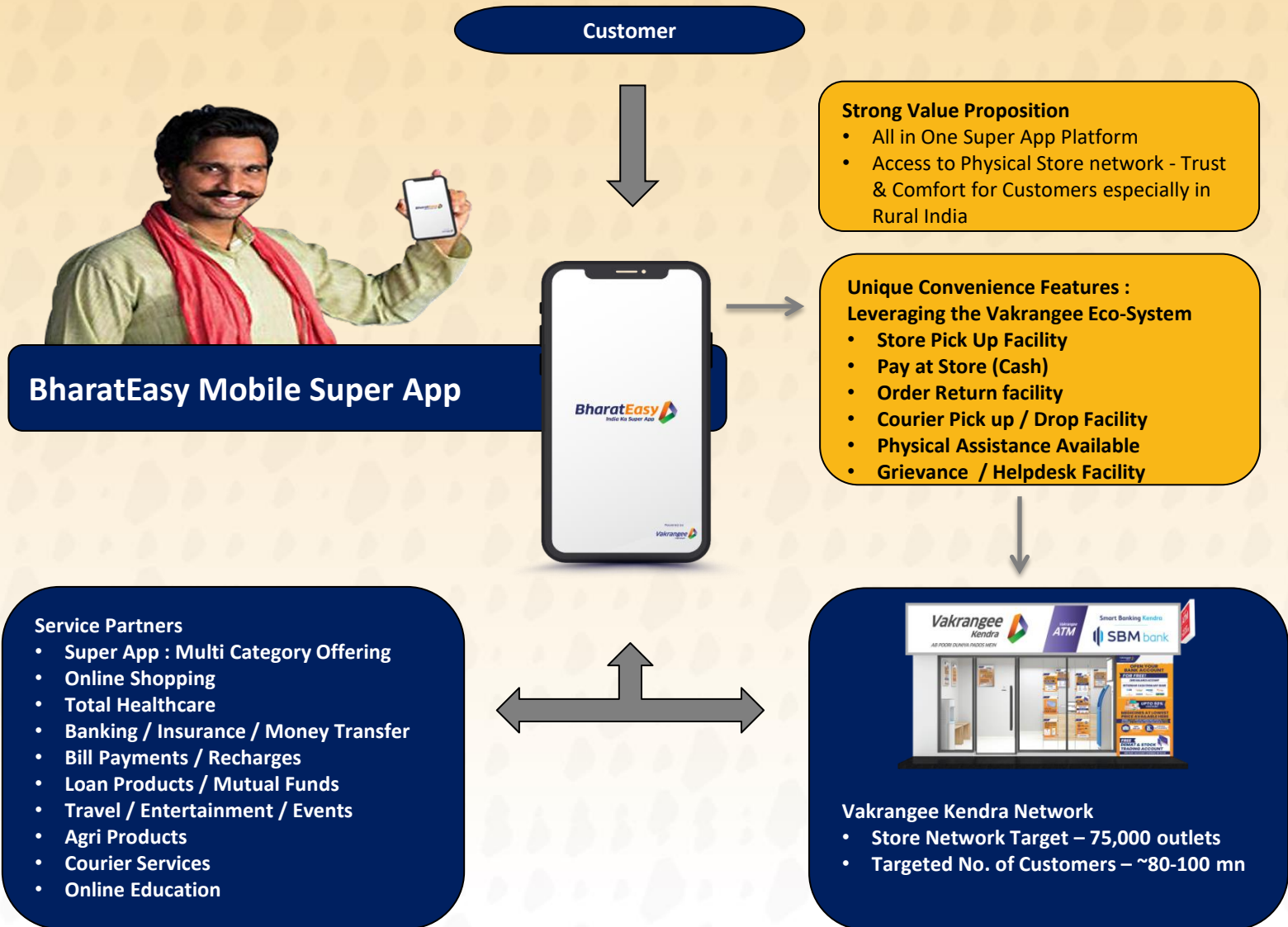
PERFORMANCE FOR BANKING SERVICES

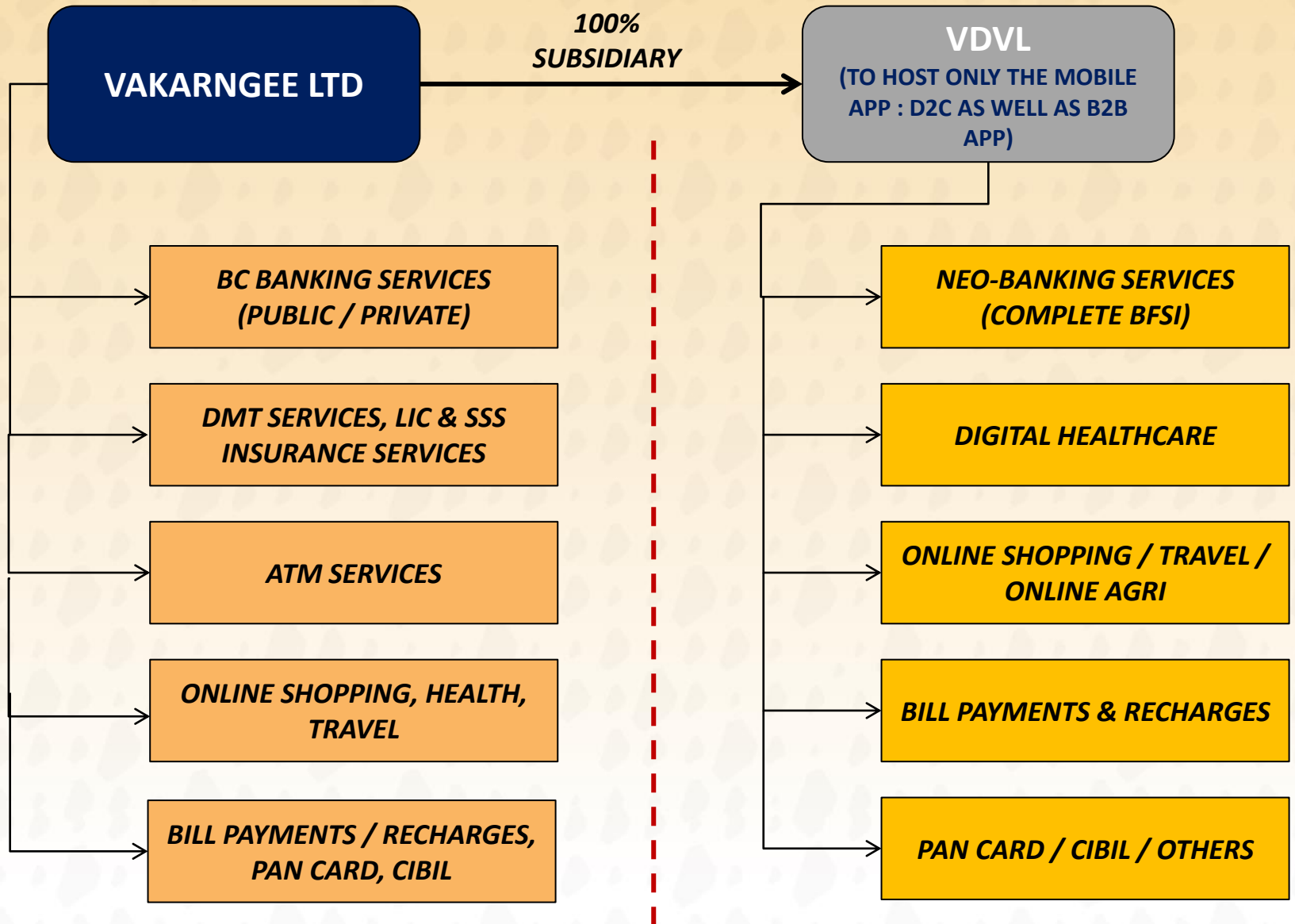
	Q2 FY2022-23	FY2021-22	KEY DIFFERENTIATORS :
Number of Bank Accounts Opened	~ 0.6 MILLION	~ 2.7 MILLION	DIGITAL AS WELL AS PHYSICAL ECO-SYSTEM IN PLACE TILL THE LAST MILE
Number of Transactions	~ 19.3 MILLION	~ 69.7 MILLION	STRONG EXISTING RETAIL & MSME CUSTOMER BASE PRIMARILY RURAL FOCUSED
Total Transaction Value	~₹ 96,887.1 MILLION	~₹ 3,52,253.0 MILLION	STRONG FOCUS ON USER EXPERIENCE, PHYSICAL ASSISTANCE & AFFORDABLE PRICING

- Vakrangee would be launching an online digital platform to enable seamless services for the consumer at the comfort of their homes. Through this, company has evolved into the unique O2O (Online to Offline) platform, whereby there is Assistance available through the Physical Kendra network along with Digital Online Services.
- **The Company would be launching an All in one : “BharatEasy” Mobile Super App based business platform. (Currently Beta Trial Version has been launched)**
- **By downloading a single Vakrangee’s BharatEasy Super App mobile application, our customers would get access to a wide array of Products and Services which would significantly reduce their requirement to switch between multiple apps. This would lead to superior customer experience and convenience for the customer.**
- The Mobile super app platform would be offering various consumer products and services under one umbrella. Consumers would use it every day because our app would offer a seamless, multi-service, integrated, contextualized and efficient experience.

Beta Version Trial Performance Data	Q2 FY2023
No of App Downloads	12,520
No of Monthly Active Users	8,508

BUSINESS MODEL : OUR UNIQUE OFFERING





DEMERGER UPDATE

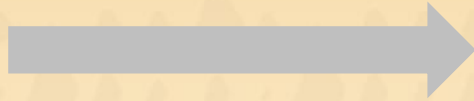
- As on June 19, 2021 the Board of Directors of Vakrangee Limited had approved Demerger of its digital Division.
- However, The Board of Directors have now after due deliberations and detailed discussions, taking into consideration the best interest of all its stakeholders, have finally decided to demerge its E-Governance and IT/ITES division. Whereas the digital division will continue to be part of the current listed entity Vakrangee Limited.
- The Company has received the approval for demerger from Stock Exchanges and has filed the application for NCLT approval.

BOARD DECISION ON DEMERGER:

**VAKRANGEE TO RESTRUCTURE ITS BUSINESS FOR SHAREHOLDER VALUE CREATION
TO DEMERGE ITS NON CORE BUSINESS OF E-GOVERNANCE AND IT/ITES AS A SEPARATE ENTITY
TO BE LISTED**

- Demerger to unlock the potential of the Core Vakrangee kendra Business in the current Listed entity.
- Current Listed Entity “Vakrangee Limited” to consist of existing business of Vakrangee Kendra physical outlets as well as Digital platform of BharatEasy Mobile Super app.
- Vakrangee Kendra Business is Retail centric Consumer facing business. It is an Asset Light, High return on capital business and thereby will get the proper representation post the Demerger.
- The Demerger will enable both the Companies to enhance business operations by streamlining operations, more efficient management control and outlining independent growth strategies.

PRE-DEMERGER



**POST-
DEMERGER
ARRANGEMENT**

1

**VAKRANGEE LIMITED –
CURRENT LISTED ENTITY**

TO INCLUDE :-

- VAKRANGEE KENDRA BUSINESS (PHYSICAL OUTLETS)
- BHARATEASY MOBILE SUPER APP (DIGITAL PLATFORM)

KEY FEATURES :

- ASSET LIGHT BUSINESS MODEL
- SCALABLE FRANCHISEE MODEL
- HIGH RETURN ON CAPITAL
- FREE CASH FLOW POSITIVE

2

**VL E-GOVERNANCE & IT
SOLUTIONS BUSINESS
DIVISION – TO BE LISTED**

TO INCLUDE :-

- E-GOVERNANCE BUSINESS
- IT/ITES BUSINESS
- IT EQUIPMENT PROCUREMENT & TRADING SERVICES

KEY FEATURES:

- PROJECT BASED BUSINESS
- CAPITAL INTENSIVE BUSINESS
- WORKING CAPITAL INTENSIVE



POST DEMERGER :

VAKRANGEE LIMITED TO EMERGE AS PURE RETAIL CONSUMER CENTRIC BUSINESS

**RETAIL CONSUMER
CENTRIC BUSINESS**

**STRONG RURAL BRAND
PRESENCE**

**UNIQUE PHYSICAL +
DIGITAL PLATFORM**

ASSET LIGHT MODEL

**SCALABLE FRANCHISEE
LED MODEL**

**DEBT FREE BALANCE
SHEET**

**HIGH RETURN ON
CAPITAL**

**FREE CASH FLOW
POSITIVE**

**HIGH RETURN ON
EQUITY**

**VAKRANGEE LIMITED TO EMERGE AS ONE OF INDIA'S LARGEST RURAL DISTRIBUTION
PLATFORM ALONG WITH DIGITAL PLATFORM OF BHARATEASY MOBILE SUPER APP**

COMPANY OVERVIEW

<p>Banking , ATM & Insurance</p>	<p>Financial Services / Fintech</p>	<p>E-Commerce / Online Travel</p>	<p>Tele Medicine / Pharmacy</p>
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PAN INDIA PRESENCE :

- 82% IN TIER 4-6 LOCATIONS
- 5,834 POSTAL CODES
- 595 DISTRICTS



**PHYSICAL + DIGITAL
ECO-SYSTEM**

**“GO TO MARKET PLATFORM” :
BUILDING INDIA’S LARGEST LAST
MILE DISTRIBUTION PLATFORM**

24,887
LAST MILE PHYSICAL OUTLETS

~25 MN
ACTIVE CUSTOMER BASE

~US\$ 6.2 BN
ANNUALIZED GROSS
TRANSACTION VALUE

BFSI & ATM SERVICES



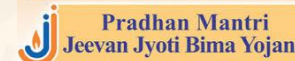
(White Label ATM License)



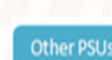
- ATM Cash Withdrawal
- Non-Financial Transactions



- Opening of Online Demat & Trading Account
- Money Transfer
- Lead Generations of Personal / Business Loans
- Pan Card Service
- CIBIL Score service



- Life Insurance
- General Insurance
- Health Insurance



- Account Opening
- Cash Withdrawal/ Deposit Services
- Other Banking services

ASSISTED E-COMMERCE SERVICES



- Online Shopping of Goods



- Telemedicine services
- Online Shopping of Medicines



(Only for Rajasthan)

- Mobile/DTH Recharge
- Bill Payments
- E-Mitra services in Rajasthan



- Train Ticket Booking
- Bus Ticket Booking
- Flight/Hotel Ticket Booking



- Online Agriculture Product & Services



Amazon Easy point, pilot at Vakrangee Kendra

Link to the Co-Branded Advertisement Campaign - Amazon & Vakrangee :

https://www.youtube.com/watch?v=MPtZ_c62Odg

<https://www.youtube.com/watch?v=-AJarKHI94c>

अपने नज़दीकी वक्रांगी केंद्र का पता करने के लिए **1800-266-1199** पर मिस्ट कॉल दें

VAKRANGEE KENDRA: WITH ATM, WITHOUT ATM AND ONLY ATM MODEL

Update on Vakrangee Kendra Model:-

- As the Bouquet of services have increased over the last few years , the viability of the kendra has increased on a standalone basis resulting into an Exclusive store format.
- Key features have been added in the Model - CCTV, Digital Signage & Pinpad device for all kind of payment mode.
- Vakrangee model includes standardized Look & Feel and Branding as designed by renowned Store Brand consultants Lewis & Hickey.

Vakrangee Kendra – With ATM



***Minimum area of 65 sq. ft.
One counter and ATM***

Vakrangee Kendra – Without ATM



***Minimum area of 65 sq. ft.
One counter without ATM***

Vakrangee Kendra – Only ATM



***Minimum area of 25-30 sq. ft.
Only ATM***

KEY FEATURES

**STORE EXCLUSIVITY &
CONSISTENT
BRANDING**



- Exclusive store model with same service level and same Customer experience
- Standardized layout & design by L&H (Lewis & Hickey)
- Uniform and Consistent Branding for Higher brand recall and visibility

**ATM IN OUTLET
(OPTIONAL)**



- ATM at store and located within the store
- Potential to enhance the footfalls significantly
- Additional stream of revenues for both the Franchisee and the company

**CCTV MONITORING
SYSTEM**



- CCTV Monitoring System
- Better Security at the store
- Full compliance with RBI guidelines to maintain more than 90 days video recording back up

DIGITAL ADVERTISING

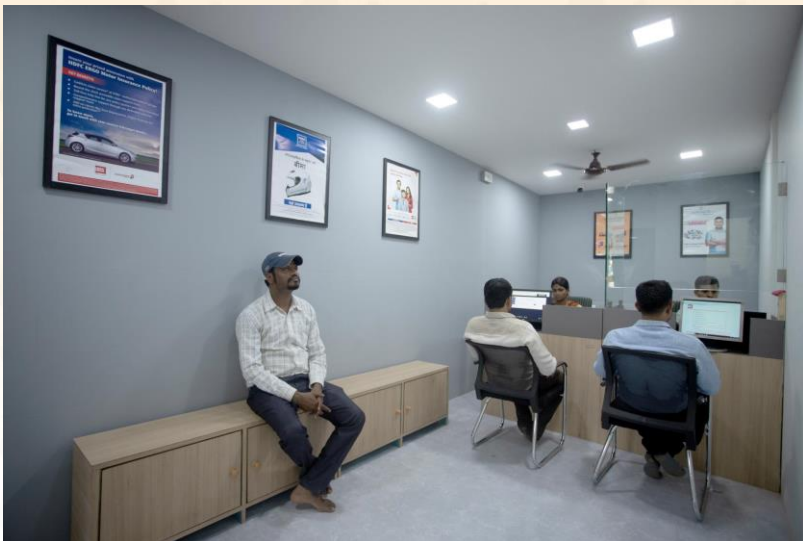


- Digital Signage to enable centrally monitored advertisement campaigns
- To enhance the interaction between Customers and Partners
- Focus to initiate advertising revenue

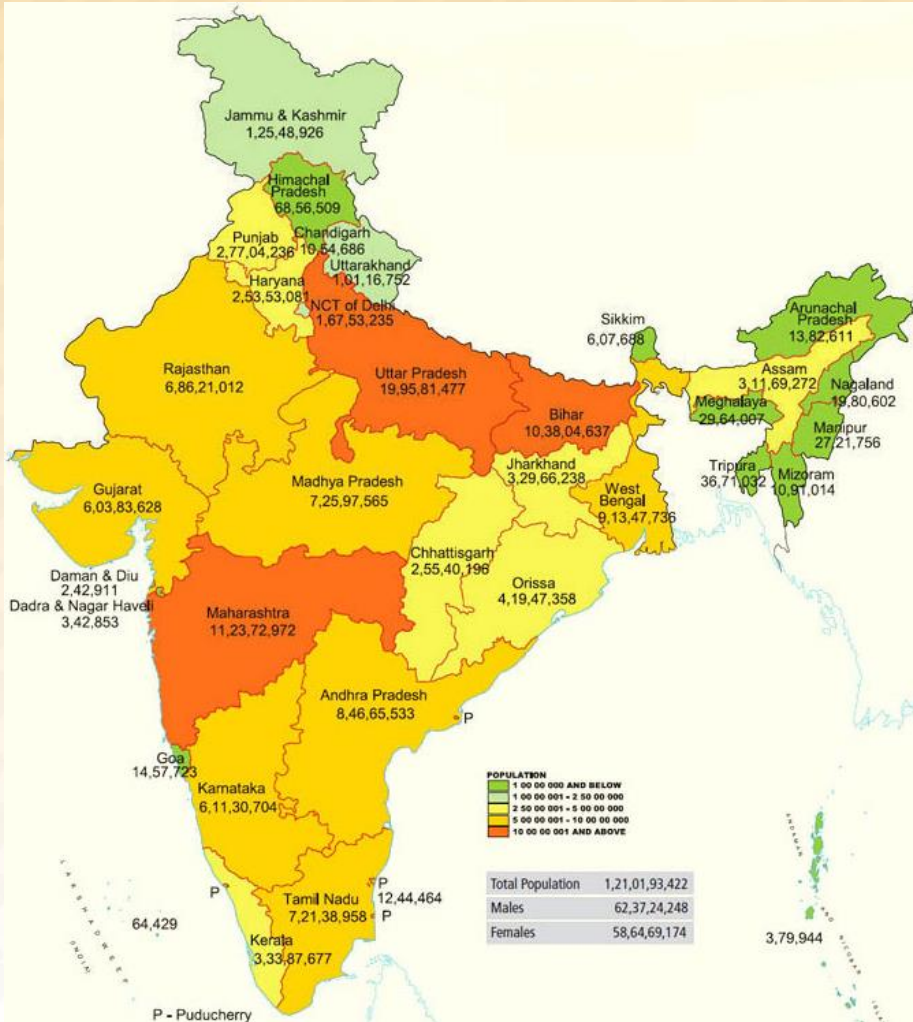
PIN-PAD DEVICES



- To enable various kinds of payment modes at any Vakrangee Kendra
- Integration in process to start accepting RuPay / Debit / Credit card payments



HUGE UNTAPPED MARKET: OVERALL MARKET POTENTIAL



POPULATION

1.35 BILLION



POLLING STATIONS

1 MILLION



TOTAL NO OF VILLAGES

6,62,754



TOTAL NO OF GRAM PANCHAYAT

2,55,644



TOTAL NO OF URBAN WARDS

75,535



TOTAL OUTLET POTENTIAL

3,31,179



**FOCUSSED TO BUILD PAN-INDIA
PRESENCE COVERING 100%
POSTAL CODES**

Within 18 Months

- 75,000+ Outlets - 19,000+ Postal codes
- 36 States / UTs - ~70% Tier V & VI
- 760 + Districts

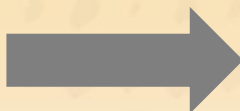
Q2 FY2022-23

- 24,887 Outlets
- 32 States / UTs
- 595 Districts
- 5,834 Postal codes
- 82% Tier IV & VI

**With Exclusive Branded Format Stores,
Consistent Service Experience &
Strong Brand Recall**

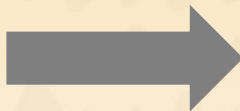
STORE ECONOMICS OF A NEXTGEN KENDRA

NextGen Outlet Estimated Revenue Per Store



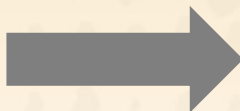
**Avg. Gross Revenue per Month
Rs. 50k – 80k***

NextGen Outlet Estimated Commission Sharing Ratio



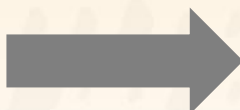
Ranging from 65:35 to 80:20 based on Service Type

NextGen Outlet Estimated Profit Margins %



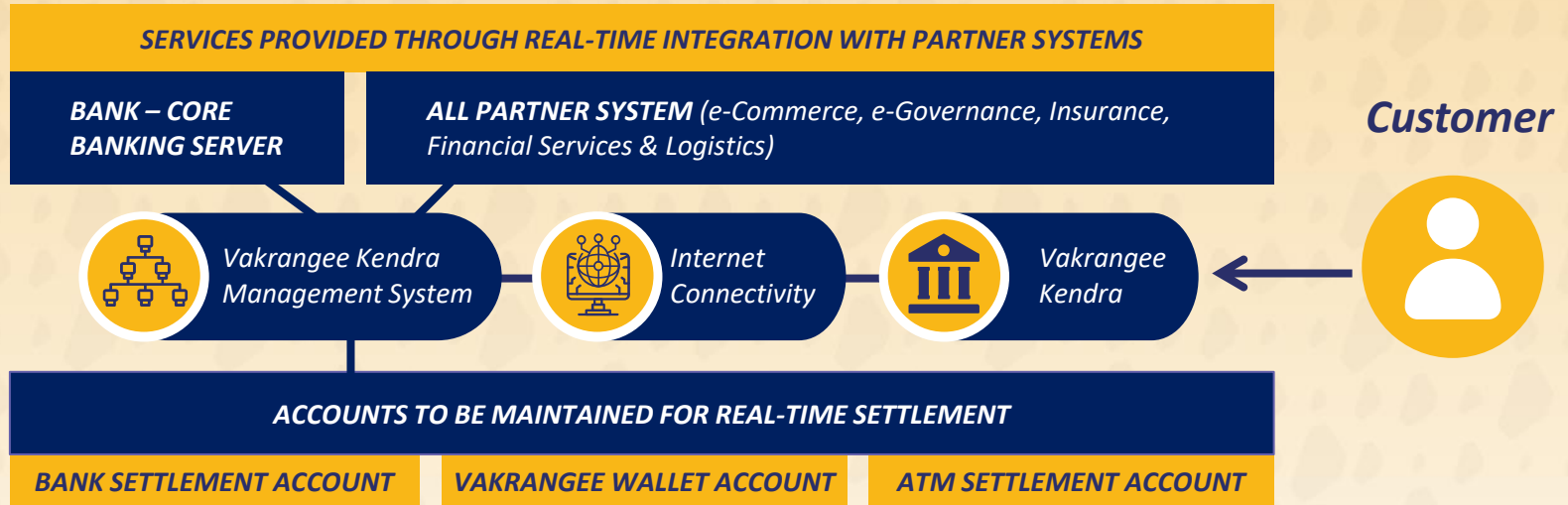
**Vakrangee Margins
Operational Gross Level – 18-20%
Sustainable EBIDTA Level – 15-16%**

NextGen Outlet Estimated Capex for Franchisee & Breakeven



**Total Capital Employed for Franchisee –
Rs. 0.3 – 0.5 mn
Breakeven Period In Months – 18-24**

OUR PROPRIETARY TECHNOLOGY PLATFORM



Technology

- **Technology platform integrated with CBS of various banks, delivering real-time & interoperable banking access**
- **Biometric authentication enabling quick KYC and paper less banking**
- **Integration with all partner systems across E-Commerce, E-Governance, Insurance and Logistics**
- **Technical Support Available - Resources at block level trained to handle day-to-day IT glitches and troubleshooting**

Internet Connectivity

- **Seamless connectivity through V-SAT or Broadband Internet**

Security Specifications

- **Defined User Policy -Authentication required for each and every user of the server; Secured and safe transactions**

- India ranks low in the world in terms of ATM Density. We have ATM density of 210 ATMs per Million whereas developed countries like Canada have 2,141 ATMs per Million.
- Low ATM Penetration in Tier 3, 4, 5 and 6 cities creates Huge opportunity for WLAs to bridge the gap between Urban and Rural India
- As on March 2022, India had ~ 251,740 ATMs
- Vakrangee is 4th largest ATM Deployer in Rural India
- RBI WLA license to Vakrangee –
 - Minimum of 1,000 WLAs to be deployed per year
 - Maintain ATM deployment ratio of 1:2:3 (Metro / Urban : Semi Urban : Rural)

BENEFITS OF VAKRANGEE WLAS OVER OTHER PLAYERS

Sr. No.	Operating Cost	Vakrangee	Peers
1	Rent Expense	✗	✓
2	Civil Work & Interiors	✓	✓
3	Internet Connectivity	✓	✓
4	Cash Management Charges	✗	✓
5	ATM Operational Costs	✓	✓
6	Security Guard	✗	✓

COMPETITIVE ADVANTAGES VAKRANGEE MODEL

COST SYNERGIES

- No requirement of security guard as the ATM is located inside the Vakrangee Kendra. It is a manned outlet operating under CCTV
- Sharing of Civil Work, Internet Connectivity, Rent and Electricity expenses
- CRA activity performed by Franchisee. No additional CRA Cost and dependency for First Line of Maintenance (FLM) calls

UPDATE ON SUSTAINABILITY ESG INITIATIVES

VAKRANGEE ESG PERFORMANCE UPDATE

VAKRANGEE RECOGNIZED AS A ESG GLOBAL 50 TOP RATED COMPANY BY SUSTAINALYTICS



- In 2022, Vakrangee has been recognized by Sustainalytics as an ESG Global 50 Top Rated company.
- Globally ranked No.1 in the Sustainalytics ESG Risk rating rankings assessed in the Software and Services industry across worldwide.
- Vakrangee Limited has been identified as a top ESG performer out of more than 4,000 comprehensive companies that Sustainalytics cover in the global universe.

VAKRANGEE EARNS BRONZE CLASS SPOT IN SUSTAINABILITY YEARBOOK 2022 BY S&P GLOBAL



- Vakrangee Limited has been honored to be included in this year's Sustainability Yearbook 2022, published by S&P Global.
- Vakrangee has earned a "**S&P Global Bronze Class**" spot in the yearbook and has score 77 ESG Score ([S&P Global Scores](#)) in the Corporate Sustainability Assessment (CSA) survey.

**Being Responsible
& Social Conscious
Company**

- Being one of the largest franchisee-based, multi-service retail network, Vakrangee is focused on creating India's extensive network of last-mile retail outlets at every postal code in the country, enabling Indians to benefit from financial, social and digital inclusion.

**Being UNGC
Signatory Member**

- Vakrangee Limited has been accepted as a Signatory of the United Nations Global Compact.
- We are now part of a global network of over 9,500 companies and 3,000 non-business participants that are committed to building a sustainable future.

**Independent ESG
Risk Assessment &
Integrated Report
Assurance**

- Globally ranked No.1 in the Sustainalytics ESG Risk rating rankings out of the 816 companies assessed in the Software and Services industry across worldwide.
- Reasonable Assurance of Integrated Annual report of FY22 by Grant Thornton.

We have mapped our sustainability initiatives with the United Nation's Sustainable Development Goals. Our aim is to efficiently adopt these goals and address the global challenges, which includes poverty, inequality, climate, environmental degradation, prosperity, and peace and justice.

ANNEXURE : KENDRA EVOLUTION

PHASE 1: INITIALLY AN E-GOVERNANCE PLAYER

PHASE 1: CSC & E-MITRA MODEL



OUTLETS WERE TERMED AS “COMMON SERVICE CENTRE - CSC” OR “E-MITRA KENDRA” :-

- NON-EXCLUSIVE STORE MODEL
- SINGLE LINE OF SERVICE PRIMARILY
- NO STANDARDIZED DESIGN LAYOUT & BRANDING. KIRANA STORE MODEL

PHASE 2: EVOLVED TO A BANKING BC POINT MODEL

PHASE 2 : BANKING BC POINT MODEL



COMPANY RECEIVED THE BC BANKING MANDATE AND STARTED BANKING SERVICES –

- NON-EXCLUSIVE
- DUAL LINE OF SERVICE - E-GOVERNANCE & BANKING SERVICES
- NO STANDARDIZED DESIGN , INITIATED STANDARD BRANDING IN TERMS OF BASIC SIGNAGE & HOARDINGS

PHASE 3: EVOLVED TO MULTI SPECIALITY STORE MODEL

PHASE 3 : MULTI-SPECIALITY STORE MODEL



EVOLVED INTO A MULTI SPECIALITY STORE MODEL :-

- PLANNED AS AN EXCLUSIVE STORE MODEL
- MULTI-LINE OF SERVICES – BANKING, E-GOVERNANCE, INSURANCE, E-COMMERCE & OPTIONAL ATM SERVICES
- INITIATED STANDARD BRANDING IN STORE LAYOUT AS WELL AS SIGNAGE

PHASE 4: EXCLUSIVE NEXTGEN DIGITAL CONVENIENCE STORE

PHASE 4 : NEXTGEN KENDRA MODEL –DIGITAL CONVENIENCE STORE



EVOLUTION INTO AN EXCLUSIVE ASSISTED DIGITAL CONVENIENCE STORE MODEL :-

- EXCLUSIVE STORE MODEL
- MULTI-LINE OF SERVICES – STANDARDIZED LAYOUT & DESIGN BY L&H (LEWIS & HICKEY)
- STANDARD BRANDING IN STORE DIGITAL SIGNAGE & CCTV MANDATORY

Thank You