

July 15, 2023

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, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051
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Dear Sir/Madam,

**Sub.:** Press Release titled **"VAKRANGEE DELIVERS ROBUST QUARTER, REVENUE INCREASES BY 14.74% ON YOY BASIS AND PAT INCREASE BY 716.67% 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 ROBUST QUARTER, REVENUE INCREASES BY 14.74% ON YOY BASIS AND PAT INCREASE BY 716.67% 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 ROBUST QUARTER REVENUE INCREASES BY 14.74% ON YOY BASIS, PAT INCREASES BY 716.67% ON YOY BASIS

- **Appointed Master Franchisees in 292 Districts across 28 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 2024**
- **Quarterly Gross Transaction Value (GTV) crossed Rs. 14,920.74 Crores**
- **Quarterly No. of Transactions crossed 3.32 Crores**

**MUMBAI, July 15, 2023:** Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended June 30, 2023.

### **KEY FINANCIAL HIGHLIGHTS FOR Q1 FY2023-24 (CONSOLIDATED) ON YOY BASIS**

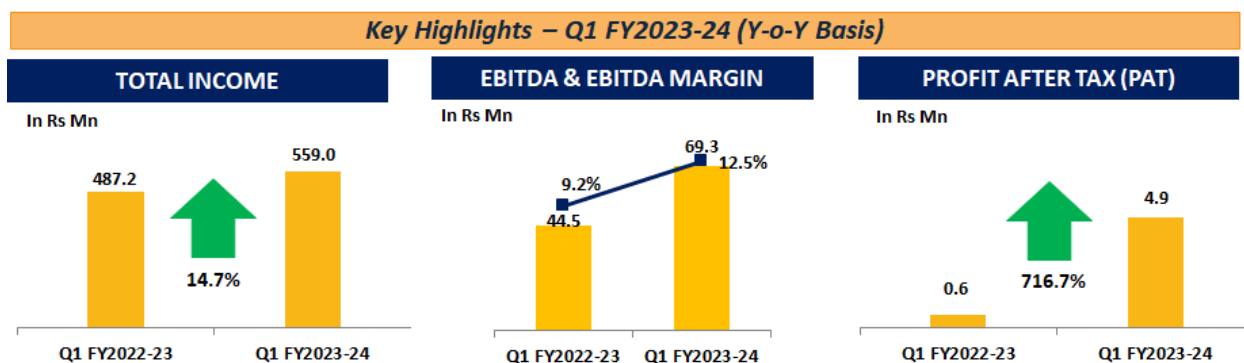
- Total Income stood at Rs. 55.90 crore in Q1 FY2023-24, increased by 14.74% on YoY basis.
- EBITDA stood at Rs. 6.93 crore in Q1 FY2023-24, increased by 56.08% on YoY basis.
- PAT stood at Rs. 0.49 crore in Q1 FY2023-24, increased by 716.67% on YoY basis.

### **PERFORMANCE UPDATE:**

- Q1 FY2023-24 Results :
  - Q1 FY2024 : Revenue increases by 14.74% on YoY basis, PAT increases by 716.67% on YoY basis.
  - Q1 FY2024 : Quarterly Gross Transaction Value (GTV) crossed Rs. 14,920.74 Crores, Quarterly No. of Transactions crossed 3.32 Crores.
- **Dividend of Rs. 0.05/- (5%) per equity shares of Re. 1/- each for FY 2022-23, subject to the members' approval at the ensuing Annual General Meeting.**
- Appointed Master Franchisees in 292 Districts across 28 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 2024.
- Profitability has started improving on YoY basis as well as there has been improvement in Operating Margins, our growth in margins and profitability shall continue as we scale up our network and operating leverage kicks in.

- Our Current Focus has been on Expanding our Presence through Building Master Franchisee network & to Strengthen our First Mover Advantage. We are currently Building a Pan India District level Master franchisee network which would result in strong on-ground operational management as well as better 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.

### KEY HIGHLIGHTS FOR Q1 FY2023-24:



### KEY HIGHLIGHTS: PERFORMANCE UPDATE

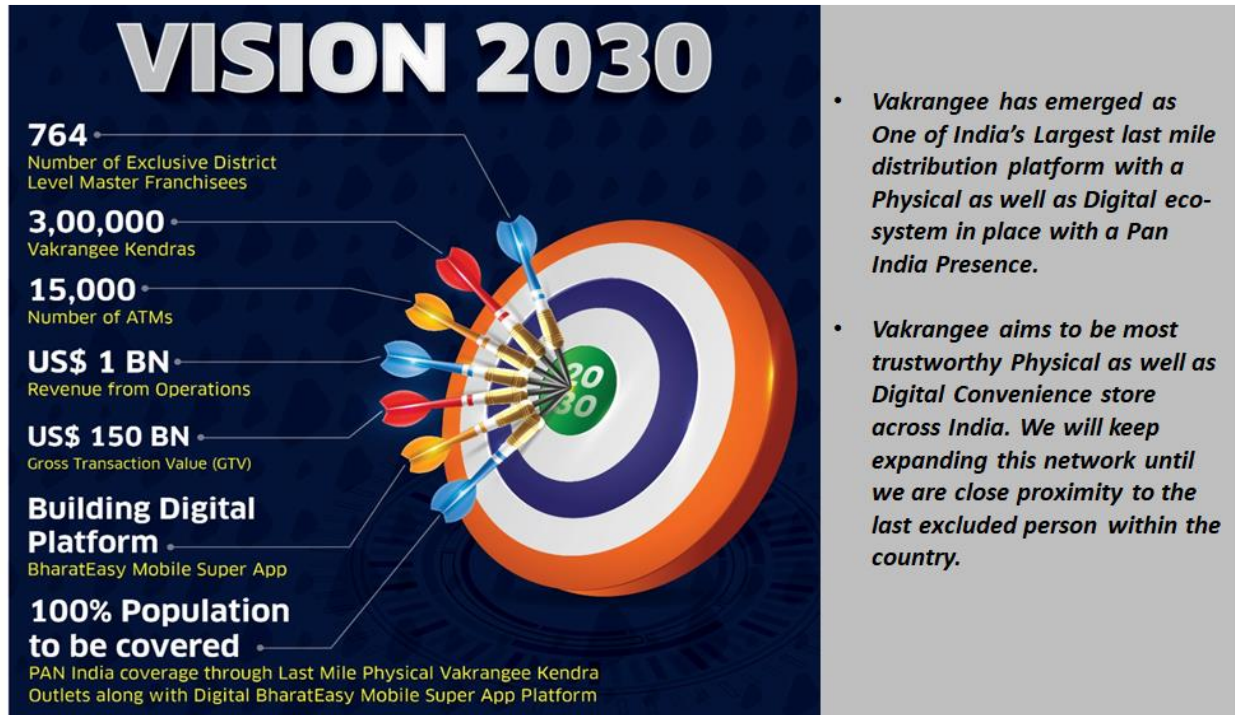
**VAKRANGEE : PHYSICAL + DIGITAL ECO-SYSTEM**  
**"GO TO MARKET PLATFORM" : BUILDING INDIA'S LARGEST LAST MILE DISTRIBUTION PLATFORM**

**PERFORMANCE UPDATE FOR Q1 FY2023-24**

<b>Our Presence</b>	Total No. of Outlets	Presence in States/UTs	Presence in districts	Presence in Tier IV & VI
	21,003	32	557	~84%
<b>Our Platform – Key KPIs</b>	Total Transactions		Total GTV	
	~ 33.2 mn (~3.3 Cr)		~ Rs.1,49,207.4 mn (Rs. 14920.7 Cr)	
<b>ATM Service</b>	No. of ATMs	Total Transactions	Total GTV	Presence in Tier IV & VI
	6,373	~ 11.8 mn	~ Rs. 31,468.3 mn	~76%
<b>Banking Service</b>	No. of Account opened	No. of Insurance / Pension Schemes sold	Total Transactions	Total GTV
	~ 0.4 mn	~ 0.2 mn	~ Rs. 20.6 mn	~Rs.1,17,349.2 mn

Note: GTV – Gross Transaction Value

## VISION 2023 : GROWTH TARGETS



## HUGE UNTAPPED MARKET : OVERALL MARKET POTENTIAL



➤ 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](mailto:investor@vakrangee.in)