



Vakrangee Limited "Vakrangee Corporate House", Plot No.93,
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August 16, 2021

To, Bombay Stock Exchange Limited P.J. Towers, Dalal Street, Fort, Mumbai - 400 001.	To, Corporate Relationship Department National Stock Exchange Limited Exchange plaza, Bandra Kurla complex, Bandra (E) Mumbai 400051
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Sub: Press Release titled "**VAKRANGEE LAUNCHES COMPLETE DIGITAL PROCESS FOR NEXT-GEN FRANCHISEES**".

Dear Sir,

With reference to the abovementioned subject and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Press Release titled "VAKRANGEE LAUNCHES COMPLETE DIGITAL PROCESS FOR NEXT-GEN FRANCHISEES".

This is for your information and record.

Thanking you,

Yours Faithfully,

For Vakrangee Limited

Jay Bhansali
Company Secretary
(Mem. No. A48251)

VAKRANGEE LAUNCHES COMPLETE DIGITAL PROCESS FOR NEXT-GEN FRANCHISEES

- Entire Franchisee Lifecycle Management (FLM Process) is now Digital : From Lead Generation to On-Boarding to Service Activation
- To significantly reduce franchisee on-boarding costs, enhance field team efficiency and productivity
- Leading to Higher scalability for the franchisee model and enhanced profitability

Mumbai, August 16, 2021: Vakrangee Limited (VL) has digitized the complete Franchisee Lifecycle Management processes including Franchisee Acquisition, On-Boarding and Service Activation processes leading to delivering a Faster, Simpler and Secured experience. This would result into robust scalability and quicker turnaround of the prospective franchisees.

The Following FLM processes are now completely digitized:

- Franchisee Lead Generation
- Franchisee Application process
- eKYC & Approval process
- Franchisee Agreement process– eSigning & eStamping
- Service Activation process

This would significantly improve our Franchisee Activation timelines thereby supporting robust scalability to our Franchisee model. Vakrangee's planned target is to reach at least 25,000 Nextgen Vakrangee Kendras by FY 2021-22 and further enhance it to reach 75,000 Nextgen outlets by FY 2025-26. With the FLM completely digitized now, it gives comfort and clarity to reach the set goals well before the targeted timelines.

Further, it would also significantly reduce our franchisee on-boarding costs; enhance field team efficiency and productivity, thereby leading to improved profitability.

Vakrangee has digitized the key FLM processes like Aadhaar based e-signing as well as e-stamping of the franchisee agreements thereby bringing paperless, hassle free documentation and faster Turnaround Time (TAT) for the prospective franchisees. Further the company is in process to also add features such as Digital KYC document validation which will help to validate key franchisee documents like Aadhar card, PAN card, Driving License, GSTIN, MSME Certificate, CIN, DIN and would also help to validate Franchisee bank account details.

Commenting on this partnership, **Mr. Dinesh Nandwana, Managing Director & Group CEO, Vakrangee Ltd.** said, *“We are happy to launch the Digital Franchisee On-Boarding process. Earlier there used to be lot of Manpower requirement and productivity loss due to the process of procuring On-Ground Franchisee leads, physically signed documents from the remotest parts of the country and further Expensive Manual KYC processes.*

With the Digital On-Boarding process, we have been able to eliminate the dependency on field team for procuring leads, redundant time consuming physical documentation processes and have also streamlined the Identity management and Data collection in a structured and legally compliant manner. We believe this will lead to significant cost savings and fuel the strong growth and scalability for our franchisee model. “

Nextgen Vakrangee Kendras exclusively offer a comprehensive range of products and services across banking, insurance, ATM, Assisted e-Commerce, e-Governance and logistics. Vakrangee currently has ~11,900 Nextgen Vakrangee Kendras spread across 27 States & UTs, 520+ districts and 4,620+ postal codes. More than 70% of these outlets are in Tier 5 and 6 towns.

About Vakrangee Limited

[\(BSE Code: 511431; NSE Code: VAKRANGEE\)](#)

Incorporated in 1990, Vakrangee is the unique technology driven company focused on building India's largest network of last-mile retail outlets to deliver real-time banking & Financial Services, ATM, insurance, e-governance, e-commerce and logistics services to the unserved rural, semi-urban and urban markets. The Assisted Digital Convenience stores are called as “Vakrangee Kendra” which acts as the “One-stop shop” for availing various services and Products.

For further information, please contact at:

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