

February 08, 2021

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 Q3FY2020-21 FINANCIAL RESULTS**"

**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 Q3FY2020-21 FINANCIAL RESULTS".

This is for your information and record.

Thanking you

Yours faithfully,

For **Vakrangee Limited**

*Jay. M. Bhansali*

**Jay Bhansali**  
**Company Secretary**  
**(Mem. No.: A48251)**



Encl.: A/a

# VAKRANGEE LIMITED



## PRESS RELEASE VAKRANGEE Q3 FY2020-21 FINANCIAL RESULTS

**PAT stood at ₹ 16.80 Crore, QoQ growth of 26.22%**

**EBITDA stood at ₹ 25.09 Crore, QoQ growth of 11.66%**

**Revenue from Operations stood at ₹ 74.36 Crore, QoQ growth of 5.88%**

**MUMBAI, February 8, 2020:** Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended December, 2020.

### **KEY FINANCIAL HIGHLIGHTS FOR Q3 FY2020-21 (CONSOLIDATED) – QOQ BASIS**

- Revenue from Operations stood at ₹ 74.36 crore in Q3FY2020-21 as against ₹ 70.23 crore for the preceding quarter, registering a growth of 5.88%.
- EBIDTA stood at ₹ 25.09 crore in Q3FY2020-21 as against ₹ 22.47 crore for the preceding quarter, registering a growth of 11.66%.
- PAT stood at ₹ 16.80 crore in Q3FY2020-21 as against ₹ 13.31 crore for the preceding quarter, registering a growth of 26.22%.
- EPS (basic) for the face value of ₹ 1 stood at ₹ 0.16 in Q3FY2020-21 as against ₹ 0.13 in Q2FY2020-21, registering a growth of 23.08%.

### **KEY HIGHLIGHTS FOR Q3 FY2020-21:**

- There has been stable growth in Revenues on QoQ basis as the COVID and Lockdown situation normalizes and have witnessed robust growth in profitability on a QoQ basis as the company has leveraged technology and process automation initiatives which has resulted into enhanced profitability. The Company's return to normalcy on the business front has been progressing well with month-on-month improvement in the sales. However normalization to pre-COVID levels shall take another quarter.
- Outlet revenues have been impacted as only our key essential services like Banking, ATM, Mobile recharges and Tele-medicine services have been fully operational however other key services like Assisted Online shopping, Online Pharmacy have recently become operational. Travel services and Logistics have been significantly impacted because of the on-ground field level delivery challenges and travel services being closed due to the lockdown situation.
- COVID-19 pandemic has caused unprecedented disruption in the world of work and thereby the Company is leveraging technology, implementing process automation and innovative Digital initiatives as new ways of conducting everyday business and managing field operations. These initiatives would result into improved Franchisee satisfaction and better centralized management of field operations. The company shall also get benefit of the same in overall cost reduction and enhanced profitability.

## PERFORMANCE OULOOK UPDATE

### Sale Revenue Growth: **Positive & Encouraging**

- Return to normalcy on the business front has been progressing well with month-on-month improvement in the sales
- **Quarterly Throughput crossed Rs. 106+ Billion**
- Implemented Process automation & Technology Initiatives resulting into enhanced profitability

### Business Opportunity on Growth Side: **Positive**

- Substantial Increase in Trust & Awareness
- Enhanced visibility and Brand Awareness during Nationwide Lockdown
- **More than 1,20,000+ Applications in place**

### Planned Target: **Return to Normalcy & Strong Growth**

- Expect Pre-COVID Business Revenue level by next Quarter onwards
- **Outlet expansion to 25,000 NextGen outlets by FY2022**



## PERFORMANCE UPDATE FOR QUARTER ENDED SEPTEMBER 2020

- ~Rs. 106.8 Billion Quarterly Throughput on Vakrangee Platform – Transaction Value
- ~33.7 Million Quarterly No. of Transactions on Vakrangee Platform
- US\$ 5.8 Billion Annual Run Rate Throughput – Transaction Value - basis Current No. of operational Outlets
- 10,000 No. of NextGen Outlets currently operational

## SUSTAINABILITY ESG PERFORMANCE UPDATE

Global recognition reflects company's commitment to further enhance its corporate governance and transparency standards. Company has achieved Global recognition across various platforms for its superior ESG performance and long term Business sustainability.

Company has been successful in benchmarking its performance on a wide range of industry specific economic, environmental, governance and social criteria that are relevant to the growing focus on Business sustainability and financially relevant to the corporate success.

Sr. No.	ESG Assessment & Rating platform	Vakrangee Ranking	
1	Sustainalytics ESG Risk Assessment Rating	Globally ranked No.1 in the Sustainalytics ESG Risk rating rankings out of the 668 companies assessed in the Software and Services industry across worldwide	
2	CDP Score - Climate Change 2020	Achieved "B" Score from CDP for Environmental Practices, Better than the Industry's Average (Asia regional average of D, Global Average of C)	
3	SAM Corporate Sustainability Assessment (CSA) – S&P Global	Globally ranked No. 13 Company in the global industry ranking and ranked No. 9 in the Corporate Governance global industry raking based on RobecoSAM – S&P Global ESG Score.	 Now a Part of S&P Global
4	Bloomberg Gender Equality Index (BGEI)	Included in the Bloomberg's 2021 Gender-Equality Index (GEI). The 2021 Bloomberg GEI comprises of 380 companies across the world with a combined market capitalization of USD14 Trillion Headquartered in 44 countries and Regions across 11 sectors.	

## VAKRANGEE KENDRA - GROWTH STRATEGY UPDATE

<b>WELL PLACED TO LEVERAGE THE GROWTH OPPORTUNITY</b>		
<b>Emerging as a Convenience Store of Choice for Consumers in Rural India</b>	<b>Huge Number of Enquiries Received for NextGen Kendras with Loan Facility in Place</b>	<b>Leveraged Strong Balance sheet to ensure Kendra Hardware / Software Availability</b>
<ul style="list-style-type: none"><li>Enhanced visibility and Brand Awareness during Nationwide Lockdown.</li><li>Our stores were open and have been providing Essential services like Banking, ATM, Mobile recharges and telemedicine consultation services.</li><li>Provided Door-step banking and subsidy payment services in <u>unserved</u> locations during Lockdown.</li></ul>	<ul style="list-style-type: none"><li>Aggressive Marketing Campaign over last 9 months have resulted into overwhelming response generating 1,20,000+ Enquiries.</li><li>Dedicated Loan facility for franchisees with Tie up with Union Bank of India , to ease the franchisee on-boarding process</li><li>Clear visibility of 25,000 <u>NextGen</u> outlets over the next 12 months</li></ul>	<ul style="list-style-type: none"><li>Most of equipment's are imported and are assembled in India. In current environment, we expect price hike as well as availability challenges.</li><li>Leveraged strong balance sheet to financially support vendors and ensure software / Hardware availability without material price impact.</li><li>Software / Hardware procurement well in place for batch of 25,000 Kendra.</li></ul>
<i>The company is well poised to achieve its store expansion targets. However, there has been delay in expansion due to COVID Pandemic leading to Logistic challenges as well as Hardware availability challenges.</i>		

## VAKRANGEE KENDRA OUTLETS – PERFORMANCE UPDATE

### **VISIBILITY ON OPENING OF NEXTGEN OUTLETS**



**CLEAR VISIBILITY OF 25,000 NEXTGEN OUTLETS OVER THE NEXT 12 MONTHS**

### 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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