

Vakrangee Softwares Limited



Total e-governance solutions

Corporate Profile



Confidential

Safe Harbour Statement

This presentation and the following discussion may contain “forward looking statements” by Vakrangee Softwares Limited (“VSL”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the directors and management of VSL about the business, industry and markets in which VSL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond VSL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of VSL.

In particular, such statements should not be regarded as a projection of future performance of VSL. It should be noted that the actual performance or achievements of VSL may vary significantly from such statements.

Presentation Agenda

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 - Other Big Opportunities
 - Huge Business Opportunities under e-Governance initiatives
 - Private Sector Opportunities
 - Our credentials
 - Foray into international markets
- Awards and Accolades

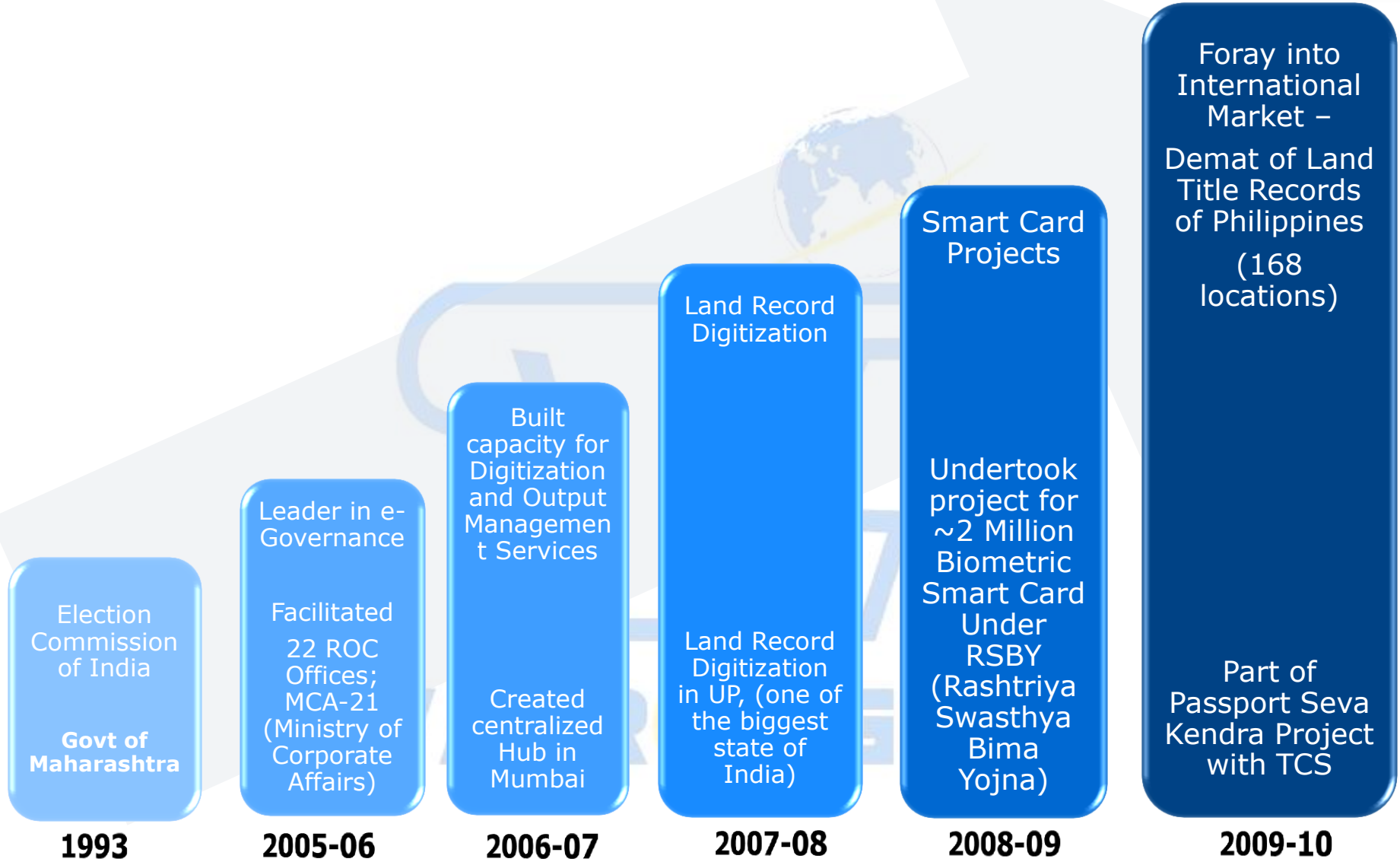
Vakrangee Softwares Limited – Brief Synopsis



Bloomberg: VKI@IN ; Reuters: VAKR.BO ; BSE: 511431 ; NSE: VAKRANSOFT

- Incorporated in the year 1990
- Listed on BSE in the year 1994
- Listed on NSE in the year 2006
- Prominent Indian System Integrator & Service Provider for end-to-end “e-Governance solutions”
- Country wide footprint - catering to public and private sector
- Certified with ISO 9001:2008, ISO 20000:2005, ISO 27001:2005 by international agencies
- Trained resource pool of 3,000+ personnel led by an “entrepreneurial leadership team”
- Strong long standing relationships with customers and vendors
- Proven track record of delivering time bound Mission Critical Projects
- Large & Long term projects – Largely annuity driven business model
- Financial Strength – having a net worth of ₹ 3,301 Million (US\$ 71.78 Mn) as on 30.09.2010
- Market Cap ₹ 7,874 Million (US\$ 173.46 Mn) as on 31.03.2011

Major Milestones





S. No.	Name	Designation	
1	Dinesh Nandwana	Chairman & Managing Director	Chartered Accountant having rich experience of 21 years in Operations, Management, Finance & Corporate Affairs
2	Dr Nishikant Hayatnagarkar	Director – R&D	PhD in Computer Science from IIT Bombay, with experience of 24 years in the field of software and chip designing, Heads the DMS division
3	Ramesh M Joshi	Director	Former Executive Director at SEBI, Graduate in Economics and Law, has held various senior level positions in Reserve Bank of India incl. Board nominations to several banks
4	B K Gupta	Director	Chartered Accountant having rich experience of 22 years in the field of Finance, Accounts, Audit and Corporate Laws including exposure in Capital Markets
5	K L Verma	Director	Retired Financial Advisor and Chief Account Officer, Western Railway, having vast experience in handling financial management and financial planning
6	Sunil Agarwal	Director	A Commerce Graduate with over 20 years of business experience
7	Anil Patodia	Director	A Commerce Graduate with over 15 years of experience in handling mission critical projects
8	B L Meena	Additional Director	Retired Indian Railway Services professional. He has rich experience of more than 30 years in state services, customs and railways.

Management Team

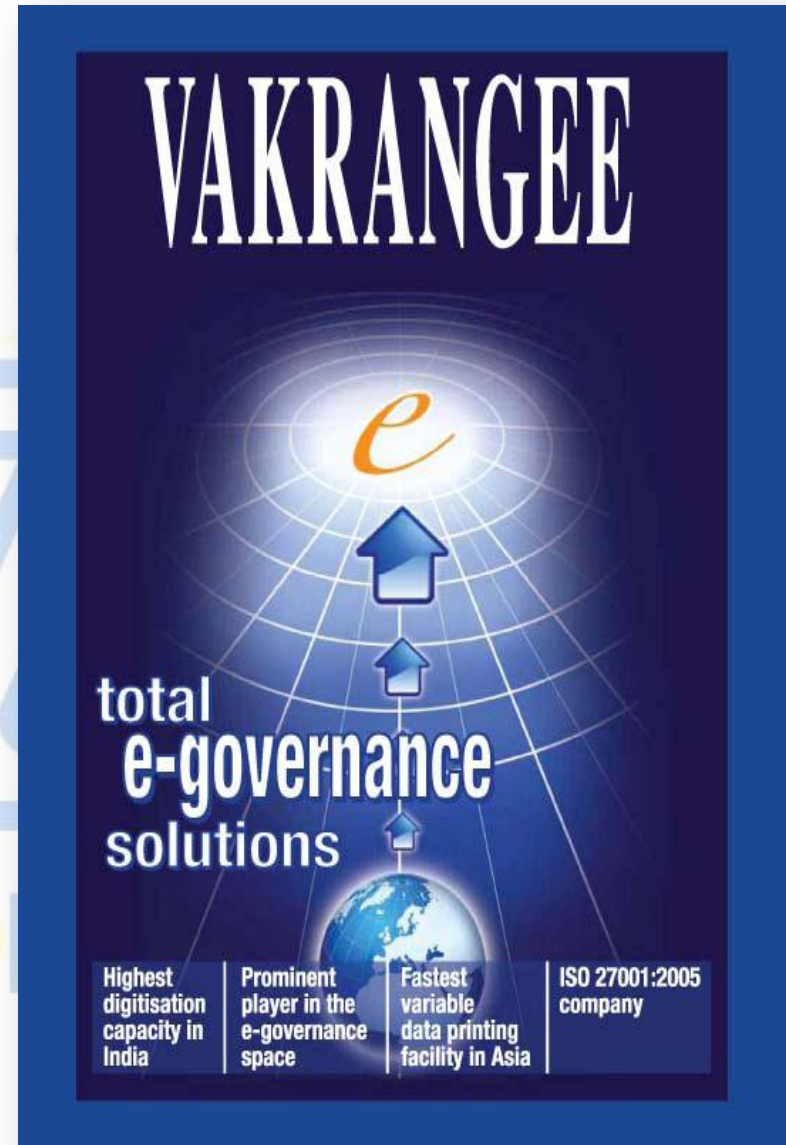
S. No.	Name	Designation	
1	Dinesh Nandwana	Chairman & Managing Director	Qualified Chartered Accountant to whom the management team reports into.
2	Ravi Venkatraman	Group President & CEO	Professional with over 23 Years of experience in Global Business Development in ITeS domain.
3	Dr Nishikant Hayatnagarkar	Director R & D	Technocrat from IIT Bombay with rich experience of 24 years in the field of software and chip designing.
4	Rajeev Ranjan	CEO Vakrangee e-Solutions Inc.	22 years of experience in e-Governance, planning, developing and implementing IT solutions and IT enabled services.
5	Pradeep Kumar	President – Government Business	Ex IRS officer with a MBA and B.Tech in telecommunications, has 18+ Years experience in Global business development and execution of large public sector IT projects.
6	Rahul Dev Pal	Sr. VP – Business Development	20 years of experience in Business Development.
7	Prem Meiwai	VP – Corporate Affairs	Qualified Chartered Accountant with over 20 years of experience in corporate affairs, banking, taxation & fund raising.
8	Jude Mathias	VP – Business Alliances	A Graduate with a technical background having 14 years of rich experience in developing Business Alliances and OEM Partners.
9	Pratik Bhanushali	Company Secretary	B.COM, Qualified CS & LLB. He has more than 2 years experience in corporate and legal affairs.
10	Raj Kumar Joshi	Group Head HR	More than 21 years of Experience in HR, Information Technology, TQM areas across Information Technology, Pharmaceutical, Manufacturing and Chemical industries.

Diversified Business Domain

<div style="display: flex; justify-content: space-between;"> LOBs Verticals </div>	System Integration	IT Enabled Services
Government	<div style="text-align: center;">  <p>To provide services like Business process reengineering study, Technology Implementation, Packaged Softwares Implementation, Application Maintenance and support, Turnkey Project Management, Risk Management Solution etc.</p> </div>	<div style="text-align: center;">  <p>To provide various services through the use of IT ranging from e-Governance Services, Document Management Services, Electronic Data Interchange (EDI) and Collaborative services for government & corporate.</p> </div>
BFSI		
Utilities (Telecom & Power)		
Retail, Aviation & Others		

e-Governance

(Our Target Segment)



VAKRANGEE

e

total
e-governance
solutions

Highest digitisation capacity in India

Prominent player in the e-governance space

Fastest variable data printing facility in Asia

ISO 27001:2005 company

The advertisement features a dark blue background with a glowing grid pattern. At the top, the word 'VAKRANGEE' is written in large, white, serif capital letters. Below it, a glowing orange 'e' is centered within a circular grid. Three blue arrows point upwards from a globe at the bottom towards the 'e'. The text 'total e-governance solutions' is written in white, with 'e-governance' in a larger, bold font. At the bottom, four white boxes contain key achievements: 'Highest digitisation capacity in India', 'Prominent player in the e-governance space', 'Fastest variable data printing facility in Asia', and 'ISO 27001:2005 company'.

IT Provisions in Union Budget 2011-12

Direct Allocation in Union Budget	In US\$ Mn
National Informatics Centre to Improve Infrastructure	167
E-Panchayat	9
National Mission in Education through ICT	209
e-Governance Programme	241
R-APDRP (Restructured Accelerated Power Development & Reform Programme)	451
e-Stamping	67
National Knowledge Network	56
Information & Broadcasting (for Information)	36
Total	1,236

US\$ is converted at the rate of INR 45.07

IT Provisions in Union Budget 2011-12

Union Budget Allocation which involves e-Governance component	In US\$ Mn
Mahatma Gandhi National Rural Employment Guarantee Scheme	8,876
Sarva Shiksha Abhiyan	4,660
Pradhan Mantri Gram Sadak Yojana	4,438
National Rural Health Mission	3,959
National Programme of Mid day meals in schools	2,303
National Highways Development programme	2,295
Integrated child development scheme	2,292
Rajeev Gandhi Grameen Vidhyutikaran Yojana	1,331
Rashtriya Madhyamik Shiksha Abhiyaan	538
Department of Justice	222
TOTAL	30,914
Each of these projects requires extensive elements of IT, ITES and Systems Integration to monitor its progress and ensure that the maximum benefit is disbursed to the intended beneficiary. The indicated provision for IT related spend is calculated at a conservative 10% of the total spend.	Appx. 3,091

US\$ is converted at the rate of INR 45.07

Other Big Opportunities

- In addition to the IT Provisions in Union Budget 2011-12 directly and indirectly, there are various other opportunities into ITeS & e-Governance sector
 - State Government projects which involves e-Governance components like SWAN, PDS, PWD, State transportation and CCTNS
 - Projects based on PPP model like IGRS, Common Service Centers etc.

We estimate all these projects and programme, including direct and indirect allocation in Union Budget, State Government Projects, PPP Projects and PSU Projects, will have a combined value of Apprx. US\$11 Bn.

Huge Business Opportunities under “e-Governance” initiatives...

AADHAR (UID)	Unique ID to every resident of India
PDS	Public Distribution System for essential commodities
APDRP	Power Sector Reformed through IT
LAND RECORD	Digitization, Cadastral and GIS
TREASURY	Financial Information Management System (FIMS)
CORE BANKING (CO-OP BANKING)	Core Banking Solution to Co-op Branch Network
NREGA	ITeS solutions for Rural Employment Guarantee Scheme
GST	ITeS solution for Goods & Service Tax
TRANSPORT	Fleet Management, Vehicle Tracking System, E-Driving License
UTILITIES	ERP Solution for Power & Water utilities
RSBY	Health Card to Below Poverty Line families
SARVA SHIKSHA ABHIYAN	Universal Education Program
HOME LAND SECURITY	Complete IT automation of Home Land Security
E-PASSPORT	Build Partner for Passport Seva Kendra across India
E-PANCHAYAT	ITeS solutions for Gram Panchayats
BIO METRIC PAN CARD	Issuance of new Bio Metric PAN card with UID number

Private Sector Opportunities...

Telecom	Customer Life Cycle Management – Curation and online
Insurance	Customer Life cycle Management – Online and data management
E-publishing	Creation of content and distribution
Financial Services	KYC and other regulatory norms adherence
Banking	Security and Customer Life Cycle Management
RMIIBT	Record Management, Imaging Interface and Business transaction
Education	Content and student record management

1. Regulatory requirements in the private sector are pushing Telecommunication, Insurance and Financial Services industries to newer efficiency levels in managing customer life cycle management.
2. Currently the processes are silo driven and mostly managed in-house.
3. Considering the transactional volumes in these industries the domestic market for outsourcing of these services with an organized player is gaining momentum.
4. Vakrangee based on its large scale project experience is in the process of addressing this market segment aggressively.

- UIDAI – Empanelment as an Enrolling Agency for all States & UTs of India
- Proud to be part of “Award Winning” e-governance initiative of Government of India MCA21 – for 22 ROCs across the country
- Spearheading the e-governance initiative of Election Commission of India involving billions of data since 1994
- Catered to 94 million people across 38,475 Gram Panchayats of Uttar Pradesh (the largest state in India) for data capturing using multilingual (Hindi, English and Urdu) capabilities
- Experience of managing over 100,000 Citizen Centric locations for election I-card project for the State governments of Maharashtra, Rajasthan, Gujarat and UP
- Managing whole of Philippines’ e-governance initiative of Land Title Computerization Project supporting 168 Registrar of Deeds Offices, handling 20 Million title deeds and providing employment to over 3,500 locals
- Executed the enrollment process for “Below Poverty Line” families in the states of UP, Rajasthan and Haryana using our own infrastructure capturing beneficiary “Bio – Metrics” details and issuance of “Smart Card” over the counter.
- Successfully executed 7 Pilot sites for Passport Seva Kendra (PSK) project as a build partner with TCS

Foray into international markets ...

- Established Vakrangee e-Solutions Inc (a wholly owned subsidiary of Vakrangee Softwares Limited)
- Executing the– Land record digitization project for the Government of Philippines
- Managing the execution with a local employment to over 3,500 people spread across 168 “Registry of Deed” offices
- First of its kind for complete “Dematerialization of Land Title Records’
- 2 Data encoding centers set up at Manila, NCR
- Technology support for the project extended by Parent Company’s STPI from India for “ On – Demand Encoding” and “ Title Deed Conversion”
- Project scope include 20 Million titles and 10 Million supporting documents

- Rajasthan e-Governance Public Choice Award, 2009
- Business Leader (SME Segment) of the Year Award, 2008 to our Chairman by Institute of Chartered Accountants of India
- Economic Times ET 500 best companies in India in 2006-07
- The Business World – amongst 100 Best Mid Size Companies in India in 2006-07
- Amongst 250 Fastest growing Technology companies in Asia Pacific by Deloitte Touche Tohmatsu in 2004-05

THANK YOU



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