

# VAKRANGEE IS HERE TO MAKE YOUR NEW YEAR MORE PROSPEROUS!



A NEW YEAR OFFER LIKE

**NEVER BEFORE** 

NEW YEAR

DHAMAKA

OFFER!

Vakrangee

ONLY 'ATM'
BUSINESS MODEL

Vakrangee ATM

**GET RICHER THIS NEW YEAR!** 

OFFER VALID FOR THE FIRST 500 APPLICANTS ONLY! APPLY NOW!

\*T&C APPLIED: Excluding Freight & GST Charges

Earn Between ₹ 25,000 to ₹ 50,000\* per month with our 'Only ATM' Model

- **★ No Monthly Charges**
- **★** No Maintenance Charges (AMC)
- ★ Cash & ATM Insurance included



Install Vakrangee's ATM & Grow your Existing Business in the Store by Attracting Higher Footfall



**Minimum Investment High Returns Business Model** 

**Highest Per Transaction Commission** 

Vakrangee's ATM Model



Other Peer's ATM Model



Best in Class Equipment included in the package along with NEW ATM Machine

- CCTV Camera with NVR
- VPN Connectivity

Limited Period offer for 1st 500 applicants only!!

With our High ROI model, you can Recover your Complete Investment in just 6 to 12 months\*

GST & Freight Charges shall be extra. Kindly refer to presentation for more details.

<sup>\* -</sup> Actual earnings may vary based on shop location



## Vakrangee: Only ATM Model



Minimum Investment, High Return Business

Model !!

Set-Up Only ATM at your Existing Store & Attract Higher Footfalls!!

Highest Commission Structure : Best in the Industry !!

No Monthly Charges, Zero Maintenance!!

Peace of Mind: Cash & ATM Insurance included!!



## **ATM Service**





HUGE EARNING
POTENTIAL,
ATTRACT HIGHER
FOOTFALLS TO
KENDRA!!

Opportunity to Earn Rs. 25,000-50,000 per Month!!

ATM and VPN device will be provided on custodian basis



#### **EXCLUSIVE NEW YEAR DHAMAKA OFFER: NEW ATM MODEL**

Single Instalment : All Inclusive Rs. 2,00,000\*

+ 15,000 (Freight Charges) + 38,700 (GST) = Rs. 2.53.700

**EQUIPMENT LIST** 

AGREEMENT SIGNING &
VAKRANGEE KENDRA ID
GENERATION

CCTV CAMERA

SOFTWARE LICENSES (INCLUDING ATM)

VPN DEVICE

Offer Prices Valid
Only for First 500
ATMs !!

ADDITIONAL BEST-IN CLASS EQUIPMENTS LIKE CCTV & VPN INCLUDED IN THE PACKAGE



## ATM OFFERING DETAILS: VAKRANGEE VS. PEERS

ATM Players	Vakrangee	Peer 1	Peer 2	Peer 3	Peer 4	Peer 5
Upfront Investment*	New ATM : Rs. 2,00,000	Rs. 2,00,000	Rs. 50,000	Rs. 1,25,000	Rs. 2,10,000	Rs. 2,60,000
Fixed Monthly Charges	ZERO	ZERO	Rs. 12,500/-	Rs. 8,500	ZERO	ZERO
Commission : Financial Transaction	Rs, 10/- till 2500 Txn Rs. 11/-from 2501	Rs. 8/- per Txn	Rs. 14 till 1080 Txn, Rs. 11 from 1081 Txn	Rs. 9/- per Txn	Rs. 8.5/- per Txn	Rs. 8.5/- per Txn
Commission: Non-financial Transaction	Rs. 3/- per Txn	Rs. 2/- per Txn	Rs. 4 till 1080 Txn, Rs. 2 from 1081 Txn	Rs. 2/- per Txn	Rs. 2/- per Txn	Rs. 2/- per Txn
AMC & Insurance Included	YES					
Additional Equipment's	ATM machine  Additional Equipment Included in the  Package price  1 - CCTV camera with NVR  2 - VPN connectivity	Only ATM & VPN	Only ATM & VPN	Only ATM & VPN	Only ATM & VPN	Only ATM & VPN
Additional Earning Potential through Advertisement	YES (ATM SCREENS)	NO	NO	NO	NO	NO



#### **EARNING COMPARISON: VAKRANGEE VS. PEERS**

ATM Players	Vakrangee	Peer 1	Peer 2	Peer 3	Peer 4	Peer 5
ILLUSTRATION OF MONTHLY EARNINGS - SCENARIO 1 (100 Transactions per Day)						
No of Financial Transaction per Day	100	100	100	100	100	100
No of Days per Month	30	30	30	30	30	30
<b>Total No of Transactions</b>	3000	3000	3000	3000	3000	3000
Total Earning	30500	24000	36240	27000	25500	25500
Fixed Monthly Charges if any	0	0	12500	8500	0	0
Net Earning Per Month	Rs. 30,500	Rs. 24,000	Rs. 23,740	Rs. 18,500	Rs. 25,500	Rs. 25,500
IL	LUSTRATION OF I	MONTHLY EARNING	GS - SCENARIO 2 (5	0 Transactions per	· Day)	
No of Financial Transaction per Day	50	50	50	50	50	50
No of Days per Month	25	25	25	25	25	25
<b>Total No of Transactions</b>	1250	1250	1250	1250	1250	1250
Total Earning	12500	10000	17500	11250	10625	10625
Fixed Monthly Charges if any	0	0	12500	8500	0	0
Net Earning Per Month	Rs. 12,500	Rs.10,000	Rs.5,000	Rs,2,750	Rs.10,625	Rs.10,625
	ILLUSTRATION OF MONTHLY EARNINGS - SCENARIO 3 (25 Transactions per Day)					
	TELOSTRATION OF MONTHEL EARININGS - SCENARIO S (25 Hallsactions per Day)					
No of Financial Transaction per Day	25	25	25	25	25	25
No of Days per Month	25	25	25	25	25	25
Total No of Transactions	625	625	625	625	625	625
Total Earning	6250	5000	8750	5625	5312.5	5312.5
Fixed Monthly Charges if any	0	0	12500	8500	0	0
Net Earning Per Month	Rs. 6,250	Rs.5,000	Rs3,750	Rs2,875	Rs. 5,312.5	Rs.5,312.5



## Responsibility Matrix : Vakrangee & Franchisee

Activity	Vakrangee	Franchisee
Payment		<b>✓</b>
Equipment to be provided (as specified in the presentation)	<b>~</b>	
ATM to be provided on custodian basis	<b>/</b>	
Equipment – 1: UPS 2: Currency Counting Fake Note detector Machine		<b>~</b>
Outlet location to be finalized		<b>/</b>
Working Capital required (for daily transactions)		<b>/</b>
Local level Marketing and awareness	Marketing artwork to be provided	<b>~</b>
Cash loading in ATM		<b>/</b>
ATM First Level Maintenance		<u> </u>
ATM Second Level Maintenance	<b>/</b>	
Transaction Settlement	<b>/</b>	
Cash and ATM Insurance	<b>✓</b>	
Monthly Maintenance including ATM parts repair / replacement	<b>✓</b>	



## **Equipment Specification: Franchisee**

Sr. No.	Equipment	Specification
1	UPS	1 KVA UPS with battery backup of minimum of 1 hour (Backup should be decided depending on the power situation in the Kendra location)
2	•	Currency Counting & Fake note Detector: UV/MG/IR Detection, Feeder & Holder capacity-100 note or higher



#### **RBI Compliances: Key Regulatory Requirements**







01

Cash loaded in the ATMs should be sourced ONLY from any scheduled Bank, including Cooperative Banks and Regional Rural Banks

02

Dedicated ATM settlement account should be opened for ATM cash filling purpose. Cash withdrawn from account should be used ONLY for the purpose of loading in the ATM

In case of cash out of more than 10 hours in a month, RBI has decided to put penalty of Rs. 10,000 per month !! Best practice is to keep 3 days working capital in your ATM to ensure 100% cash availability !!





03

CCTV should be installed correctly and should be always functional with the right settings for 90 days backup. Franchisee should provide access of CCTV to Vakrangee HO Team for Centralized monitoring. This will be done while onboarding the ATM and Vakrangee team will monitor the ATM using CCTV on regular basis.



#### **Understanding Franchisee On-Boarding Process**

#### APPLICATION SUBMISSION

- Applicant to fill application form on below link
- (https://apply.vakrangeekendra.in/)
- Basic KYC and contact details
- Details of proposed shop location (if available)
- Application is submitted

## 2 INSTALMENT/S PAYMENT & CONFIRMATION

- On submission of Application form, applicant will get the 3 options:-
  - 1. Pay Online( Single Installment full payment)
  - 2. Pay Offline (Applicant will receive details of Virtual account on submission as well on email)
  - 3. Request a call back (Our representative will call you back)
- Applicant will receive payment confirmation email, upon payment being done.

#### AGREEMENT E-SIGNING

 Upon receipt of payment, applicant will receive an email with the Pre-Filled franchisee agreement to initiate the Aadhaar based esigning process

#### ATM DISPATCH/DELIVERY

- ATM shall be dispatched.
- Intimation to franchisee on tracking details shall be sent
- ATM installation shall be done by Vakrangee
- Call center can be contacted for support

#### UPDATE OF PENDING DOCUMENTS

- PAN card
- GST registration certificate
- Kendra location with address proof
- · Proof of Bank account

## VAKRANGEE KENDRA ID (VKID) GENERATION

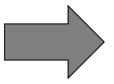
- · Vakrangee ID shall get generated
- Welcome Email with VKID details along with login credentials of VKMS portal
- Access to training/induction module in VKMS
- Kendra design manual link will be shared for initiating interior activity



## **Understanding Franchisee On-Boarding Process**

7

#### **ATM ACTIVATION**



- ATM activation done once the ATM onboarding checklist is completed
- Franchisee to receive training once the ATM is made live

Α

## DOCUMENTS REQUIRED FROM APPLICANT

- Basic KYC PAN & Proof of Address
- Shop Address Proof
  - Lease agreement/Rent agreement OR
  - Proof of direct ownership OR
  - Power of Attorney
- GST registration certificate
- Proof of Bank Account
- Other Documents if any as required by Partners / Regulatory Bodies



## Case Studies: Our Shining Franchisees



Franchisee -SHASHI JAIN from a Tier-3 location of Rajasthan has earned Rs. 1,45,460 in just month from ATM Services

Number of Financial Transaction-11,591

**Total Transaction Value-** 96,78,600



Franchisee -RUSHIKESH BANKATRAO from a Tier-6 location of Maharashtra has earned Rs. 1,10,693 in one month from ATM Services

Number of Financial Transaction-10,001

Total Transaction Value-2,21,35,300



Franchisee – **TARUN FILING STATION** from a **Tier-6** location of Punjab has earned **Rs. 1,30,207** in one month from **ATM Services** 

Number of Financial Transaction-11,952

**Total Transaction Value- 65,45,300** 



# NextGen Vakrangee Kendra: Committed to ESG & UN SDGs



## 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. Vakrangee Limited has been accepted as a Signatory of the United Nations Global Compact.

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 816 companies assessed in the Software and Services industry across worldwide		
2	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 S&P Global ESG Score		
3	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		



# About Vakrangee



## About Vakrangee

Vakrangee is a technology-driven company, focusing on creating India's largest network of last-mile retail outlets. We have emerged as a "one-stop shop" digital convenience store providing a variety of services such as banking, insurance, ATM, egovernance, e-commerce, logistics and financial services.

"Vakrangee aims to be the most trustworthy physical as well as online convenience store across India."







#### 13,200+ Nextgen Kendras\*

One of the large franchisee network companies with presence in 4,860 postal codes

#### 30+ Years

Founded in the year 1990, Vakrangee has 30+ years of service excellence.

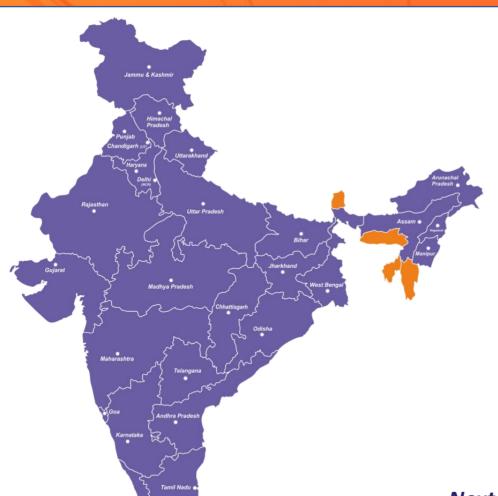
#### **Debt-free Company**

A company with zero debt

- \* As of 30<sup>th</sup> September 2021,
- Source: Company



## **Our Presence**



**13,200+** OUTLETS\*

**28** STATES & UTS

**560+** Districts Covered

**4,860+** Postal Code Covered

**70%** Presence in Tier V & VI Cities

**Nextgen Vakrangee Kendra Locator** 





#### **Contact Us**

#### **Apply For This Unmissable Opportunity\***



Apply Now at - <a href="https://apply.vakrangeekendra.in">https://apply.vakrangeekendra.in</a>



For more details please call on - 022 4521 4888 (9 am to 8 pm - Monday to Saturday )



Visit - www.vakrangee.in

<sup>\*</sup>Above stated details are the only official channels to contact Vakrangee Limited.



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