

## REVENUE INCREASES BY 20.16% ON YOY BASIS AND 7.12% ON QOQ BASIS

- **Appointed Master Franchisees in 113 Districts across 21 States across the Country. Master Franchisee to provide on-ground operational support to the existing franchisee outlets as well as drive new franchisee acquisition**
- **Quarterly Gross Transaction Value (GTV) crossed Rs. 130.68 Billion, increased by 4.12% on YoY basis**
- **Quarterly No. of Transactions crossed 32.91 Million**

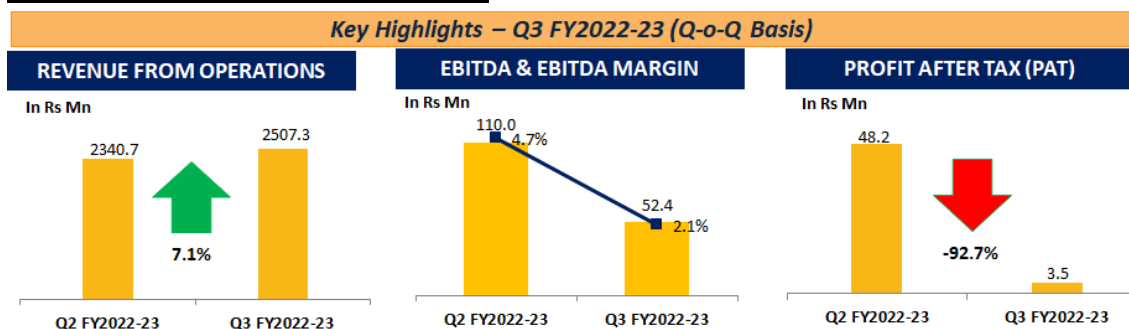
**MUMBAI, February 3, 2023:** Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended December 31, 2022.

### **KEY FINANCIAL HIGHLIGHTS FOR Q3 FY2022-23 (CONSOLIDATED)**

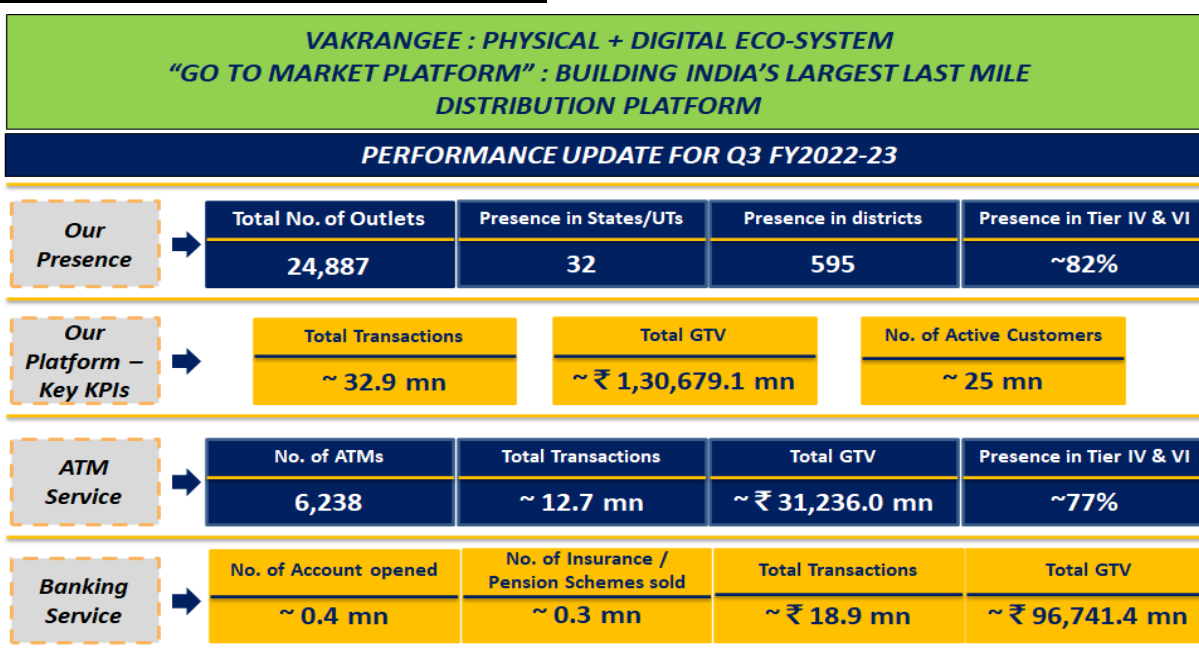
- Revenue from Operations stood at ₹ 250.73 crore in Q3FY2022-23, increased by 20.16% on YoY basis and 7.12% on QoQ basis due to increase in Number of outlets (YoY basis) as well as services becoming normalized and fully operational.
- PAT has reduced by 92.7% on QoQ basis. Profitability has been impacted as we are re-investing our Operational cash flows for enhancing Franchisee incentives as well as building a Pan India district level Master Franchisee network. The Profitability and margin Impact shall be there for the next quarter, post which profitability shall be improving in the subsequent quarters.
- 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.
- Number of outlets remained stable at 24,887 as we are upgrading the existing outlets to New NextGen 2.0 format especially the outlets opened during the pandemic period.
- Demerger Update : NCLT has paved the way towards creation of two separate listed entities viz. Vakrangee Limited and VL EGovernance & IT Solutions Limited. The Hon'ble NCLT, by way of its order dated January 20, 2023 ("Order") has inter alia directed the Company to convene a meeting of its equity shareholders. Due to demerger process in final stages, we have currently abated the E-Governance and IT/ITES business for the next quarter which shall result into Lower revenue and profitability in the next quarter, post De-merger completion the growth shall get normalized.

- Further, we have introduced New attractive pricing which would help us scale at a much faster pace and thereby achieve our Long-Term targets well ahead of targeted timelines.

### KEY HIGHLIGHTS FOR Q3 FY2022-23:



### KEY HIGHLIGHTS: PERFORMANCE UPDATE



Note: GTV – Gross Transaction Value

### DEMERGER UPDATE:

- The Company has received the approval for demerger from Stock Exchanges and other stakeholders.
- NCLT paves the way towards creation of two separate listed entities viz. Vakrangee Limited and VL E-Governance & IT Solutions Limited.
- The Hon'ble NCLT, by way of its order dated January 20, 2023 ("Order") has inter alia directed the Company to convene a meeting of its equity shareholders on Friday, 3<sup>rd</sup> March, 2023 at 11.00 am & unsecured creditors on Friday, 3<sup>rd</sup> March, 2023 at 02.00 pm.
- Demerger to unlock the potential of the Core Vakrangee kendra Business in the current Listed entity.
- Current Listed Entity "Vakrangee Limited" to consist of existing business of Vakrangee Kendra physical outlets as well as Digital platform of BharatEasy Mobile Super app.
- Vakrangee Kendra Business is Retail centric Consumer facing business. It is an Asset Light, High return on capital business and thereby will get the proper representation post the Demerger.

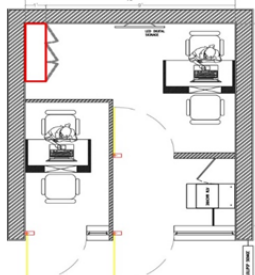

- The Demerger will enable both the Companies to enhance business operations by streamlining operations, more efficient management control and outlining independent growth strategies.

### STRATEGY UPDATE:

- **Launch of NextGen Vakrangee Kendra 2.0 : New Look & Feel**

Layout Plan : Min Area required 65-80 sq. ft.

Look & Feel : Bank BC Point & Vakrangee Kendra Outlet

**Key features :**

- Exclusive Dedicated Outlet for Banking BC point services.
- Exclusive dedicated outlet for ATM & Other services. Design provision such that ATM can be operational for extended hours.

Store  
Exclusivity  
with  
Consistent  
Branding

BRANDING

- Exclusive store model has Higher Earning Potential and Higher Success
- Dedicated Exclusive outlet for Banking BC point services only
- Delivers Standardize service level and same customer experience
- Standardized layout and design by L&H

- *Our Current Focus is to Implement and Upgrade all Existing Kendras in accordance with NextGen 2.0 Format over the next couple of quarters. This would result into better productivity and in alignment with Digital Banking Unit.*
- *Number of outlets remained stable at 24,887 as we are upgrading the existing outlets to New NextGen 2.0 format especially the outlets opened during the pandemic period.*

- **LAUNCH OF MASTER FRANCHISEE INITIATIVES**

## BECOME A MASTER FRANCHISEE

### VAKRANGEE KENDRA MODEL

GET COMPLETE PORTFOLIO OF VAKRANGEE SERVICES AT JUST ₹ 9,999/- & GET VAKRANGEE ATM FOR FREE\*

Offer Like Never Before

Become a Banker & Essential Service Provider of your Neighbourhood



FREE  
ATM  
SERVICES





PORTFOLIO OF VAKRANGEE SERVICES

BANKING BC POINT  
POWERED BY SBM BANK

TOTAL HEALTHCARE  
SERVICES

MONEY  
TRANSFER

ONLINE  
DEMAT & TRADING  
ACCOUNT OPENING

ONLINE SHOPPING,  
TRAVEL SERVICES  
& MANY MORE

FREE ASSURED  
BANKING BC POINT

FREE ATM\*  
(100% REFUNDABLE DEPOSIT)

0% ZERO MAINTENANCE  
CHARGES INCLUDING FREE  
PARTS REPLACEMENT

HIGHEST  
COMMISSION

To apply please call us at 022-68230111 (10 am to 7 pm - All Days) or you can apply through <http://apply.vakrangeekendra.in>

- Launch of new attractive Master Franchisee Scheme : A Unique Lifetime Earning Opportunity whereby the Master Franchisee is eligible to earn a % of active franchisee's earnings on an on-going perpetual basis.
- District level Master Franchisee being appointed. This initiative would lead to help us scale at a faster pace and expand on a Pan India basis.

- Master Franchisee shall be responsible for end to end monitoring and ensuring operational compliances for their respective franchisees.

- **APPOINTED MASTER FRANCHISEES IN 113 DISTRICTS ACROSS 21 STATES ACROSS THE COUNTRY.**
- **MASTER FRANCHISEE TO PROVIDE ON-GROUND OPERATIONAL SUPPORT TO THE EXISTING FRANCHISEE OUTLETS AS WELL AS DRIVE NEW FRANCHISEE ACQUISITION.**
- **THIS WOULD LEAD TO HELP US SCALE AT A FASTER PACE AND EXPAND ON A PAN INDIA BASIS.**

**Plan to achieve  
100% District  
coverage by  
December 2023 !**

**MASTER FRANCHISEE DISTRICT LEVEL OFFICES**



District : Balaghat  
State : Madhya Pradesh



District : Surguja  
State : Chhattisgarh



District : Muzaffarpur  
State : Bihar

**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)