

VAKRANGEE LIMITED



PRESS RELEASE

Vakrangee Q4 FY2016-17 Financial Results

Net Sales stood at ₹1144.99 Crore, YoY growth of 30.12%

EBIDTA stood at ₹269.30 Crore, YoY growth of 24.29%

PAT stood at ₹151.52 Crore, YoY growth of 39.15%

Dividend of ₹2.00 Per Equity Share (200%) having Face Value of ₹1 each. Total Dividend Pay-out is 24.0% (₹127.39 Crore) of Consolidated PAT.

The Company has achieved the Full Debt Free Status. Over the last 5 years Company has repaid almost ₹750 Crore short term debt and hence achieved Short Term Debt Free status as on date today. The Company has already been Long Term Debt Free and has repaid over ₹390 Crore of long term debt.

Total Number of Vakrangee Kendra Outlets increased to 35,206 outlets. Well on Track to deliver and achieve on the Planned Expansion Plan.

MUMBAI, May 30, 2017: Vakrangee Limited (VL), announced its Financial Results for the Quarter and Full Year ended March 31, 2017.

Key Financial Highlights for Q4FY2016-17 (Consolidated)

- Net Sales stood at ₹1144.99 crore in Q4FY2016-17 as against ₹879.96 crore for the corresponding quarter last year, registering a growth of 30.12%
- Total revenue from Vakrangee Kendra business stood at ₹752.35 Crore in Q4FY2016-17, registering a growth of 47.13%. The Percentage share of total revenue of Vakrangee Kendra business has now increased to 66.82%.*
- EBIDTA stood at ₹269.30 crore in Q4FY2016-17 as against ₹216.67 crore for the corresponding quarter last year, registering a growth of 24.29%
- PAT stood at ₹151.52 crore in Q4FY2016-17 as against ₹108.89 crore for the corresponding quarter last year, registering a growth of 39.15%. PAT margin is 13.23% as against 12.37% for the corresponding quarter last year
- EPS (basic) for the face value of ₹1 stood at ₹2.87 in Q4FY2016-17 as against ₹2.10 in Q4FY2015-16

Key Financial Highlights for Full Year FY2016-17 (Consolidated)

- Net Sales stood at ₹4000.46 crore in FY2016-17 as against ₹3190.74 crore for the corresponding year last year, registering a growth of 25.38%
- Total revenue from Vakrangee Kendra business stood at ₹2526.82 Crore in FY2016-17, registering a growth of 49.80%. The Percentage share of total revenue of Vakrangee Kendra business has now increased to 63.99%.*

- EBIDTA stood at ₹951.29 crore in FY2016-17 as against ₹826.39 crore for the corresponding year last year, registering a growth of 15.11%
- PAT stood at ₹530.63 crore in FY2016-17 as against ₹394.48 crore for the corresponding year last year, registering a growth of 34.51%
- EPS (basic) for the face value of ₹1 stood at ₹10.03 in FY2016-17 as against ₹7.62 in FY2015-16

(Note: * Figures are Standalone)

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 touch points to deliver real-time banking, insurance, e-governance, e-commerce and logistics services to the unserved rural, semi-urban and urban markets. These retail touch points are called as "Vakrangee Kendra" which act as the "One-stop shop" for availing various services and products. Vakrangee is currently operating more than 35,000 "Vakrangee Kendra" outlets across India. The company has plans to setup and manage a total of 75,000 "Vakrangee Kendra" outlets across India by 2020 and covering the presence in all Postal code of the country.

Vakrangee has been at the forefront in financial inclusion space in India. It has signed "Common BC" and "National BC" agreements with various public sector banks for offering real-time banking to unserved and underserved rural population. Banking at "Vakrangee Kendra" outlets is a unique experience with disruptive technology like APS, e-KYC, inter-operability and real-time transactions.

In addition to banking "Vakrangee Kendra" outlets also provide insurance products, e-governance services and e-commerce products. The company also offers assisted e-commerce services offering strong platform for buying/collecting/delivering large variety of products; the Company has also alliance with RedBus for offering bus ticketing services at Vakrangee Kendras through RedBus in and with Mahindra eMarket Limited, a subsidiary of M&M for promoting and booking automobile products using the last-mile distribution network of Vakrangee Kendra outlets.

The Company has alliance with Indian Railway Catering and Tourism Corporation Limited (IRCTC) for offering Railway E-Tickets booking through Vakrangee Kendras.

The Company has corporate agency tie-up with Life Insurance Corporation of India (LIC), HDFC Life Insurance Company Limited, Bajaj Allianz Life Insurance Company Limited and other Insurance Companies. This alliance provides a strong potential to expand the e-commerce operations from "Vakrangee Kendra" outlets over coming years.

The Company has also alliance with Aramex India Private Limited, Delhivery Private Limited, FedEx Express and First Flight Couriers Limited for courier and logistics services (Forward Delivery as well as Reverse Pick Up services).

Vakrangee moves towards its vision 2020 has strategic tie-up with Indian Oil Corporation Limited (IOCL), India's largest commercial enterprise and Vakrangee Kendra shall be set up in about 20000 plus IOC Retail Outlets (Filling/Gas Station) located PAN India.

The Company has been classified in the Specialty Retail industry by Bombay Stock Exchange (BSE) and is also included in the Group "A" category of BSE. The Company is also part of indices like BSE 200, BSE 500, NSE 200, NSE 500, Nifty Full Midcap 100, Nifty Free Float Midcap 100 and MSCI Global Small Cap index. Vakrangee is also certified with CMMI Maturity Level 3, ISO 9001:2008, ISO 20000-1:2011 and ISO 27001:2013.

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