

VAKRANGEE LIMITED



MEDIA RELEASE

Vakrangee Financial Results for the Quarter ended March 31, 2016 (Q4 FY2015-16)

Net Sales stood at ₹879.96 Crore, YoY growth of 25.93%

EBIDTA stood at ₹218.40 Crore, YoY growth of 13.13%

PAT stood at ₹110.80 Crore, YoY growth of 45.32%

Dividend of ₹1.25 per equity share (125%) having face value of ₹1 each.

Total Number of Vakrangee Kendra Outlets increased to 20,677 outlets

MUMBAI, May 11, 2016: Vakrangee Limited (VL), announced its Financial Results for the quarter ended March 31, 2016.

Key Financial Highlights for Q4FY2015-16 (Consolidated)

- Net Sales stood at ₹879.96 crore in Q4FY2015-16 as against ₹698.77 crore for the corresponding quarter last year, registering a growth of 25.93%
- Total revenue from Vakrangee Kendra business segment stood at Rs. 511.35 Crore in Q4FY2015-16, registering a growth of 73.61%
- EBIDTA stood at ₹218.40 crore in Q4FY2015-16 as against ₹193.06 crore for the corresponding quarter last year, registering a growth of 13.13%
- PAT stood at ₹110.80 crore in Q4FY2015-16 as against ₹76.25 crore for the corresponding quarter last year, registering a growth of 45.32%
- PAT margin is 12.59% as against 10.91% for the corresponding quarter last year
- EPS (basic) for the face value of ₹1 stood at ₹2.10 in Q4FY2015-16 as against ₹1.51 in Q4FY2014-15
- Board of Directors has recommended a dividend of ₹1.25 per equity share (125%) having face value of ₹1 each. Dividend payout is 20.2%* of Profit after Tax and 29.4%* of Post Tax Operating Free Cash Flow for the FY2015-16 (* Including Dividend Distribution Tax).

The Company reported Standalone Net Sales of ₹872.80 crore in Q4FY2015-16 as against ₹695.59 crore for the corresponding quarter last year, registering a growth of 25.48%. PAT stood at ₹110.64 crore in Q4FY2015-16 as against ₹75.38 crore for the corresponding quarter last year, registering a growth of 46.78%.

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 ATM 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 20,000 “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 Pin 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, semi-urban and urban population. Banking at “Vakrangee Kendra” outlets is a unique experience with disruptive technology like AEPS, e-KYC, inter-operability and real-time transactions. Vakrangee has been also granted license by Reserve Bank of India (RBI) for setting up minimum of 15,000 ATMs across the country, through which Vakrangee will offer ATM services across semi-urban and urban markets.

In addition to banking “Vakrangee Kendra” outlets also provide insurance products, e-governance services and e-commerce products. The company has recently formed e-commerce alliance with Amazon India for offering a strong platform for buying/collecting/delivering large variety of products available on Amazon marketplace; 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 corporate agency tie-up with TATA AIG General Insurance Company, Reliance General Insurance Company Limited, HDFC Standard Life Insurance Company Limited and Bajaj Allianz Life Insurance Company Limited to distribute Life and General Insurance product. This alliance provides a strong potential to expand the e-commerce operations from “Vakrangee Kendra” outlets over coming years.

Vakrangee moves towards its vision 2020 has strategic tie-up with Indian Oil Corporation Limited (IOC), India's largest commercial enterprise and Vakrangee Kendra shall be set up in about 25000 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, NSE 500 and MSCI Global Small Cap index. Vakrangee is also certified with CMMI Maturity Level 3, ISO 9001:2008, ISO 20000-1:2011 and ISO 27001:2005.

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