

VAKRANGEE LIMITED



PRESS RELEASE

Vakrangee Q3 FY2017-18 Financial Results

Net Sales stood at ₹1,802.42 Crore, YoY growth of 84.13%

EBIDTA stood at ₹366.02 Crore, YoY growth of 56.85%

PAT stood at ₹246.66 Crore, YoY growth of 87.50%

Total Number of Vakrangee Kendra Outlets increased to 44,286 outlets. Well on Track to deliver and achieve on the Planned Expansion Plan

MUMBAI, January 22, 2018: Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended December 31, 2017 of the financial year 2017-18.

Key Financial Highlights for Q3FY2017-18 (Consolidated)

- Net Sales stood at ₹1,802.42 crore in Q3FY2017-18 as against ₹978.86 crore for the corresponding quarter last year, registering a growth of 84.13%
- Total revenue from Vakrangee Kendra business stood at ₹1,683.72 Crore in Q3FY2017-18, registering a growth of 168.07%. The Percentage share of total revenue of Vakrangee Kendra business has now increased to 96.19%.*
- EBIDTA stood at ₹366.02 crore in Q3FY2017-18 as against ₹233.36 crore for the corresponding quarter last year, registering a growth of 56.85%
- PAT stood at ₹246.66 crore in Q3FY2017-18 as against ₹131.55 crore for the corresponding quarter last year, registering a growth of 87.50%
- Total Comprehensive Income including Gain from Fair Value of Equity Instruments stood at ₹274.87 crore in Q3FY2017-18 as against ₹130.22 crore for the corresponding quarter last year, registering a growth of 111.08%
- EPS (basic) for the face value of ₹1 stood at ₹2.33 in Q3FY2017-18 as against ₹1.25 in Q3FY2016-17

Key Financial Highlights for 9MFY2017-18 (Consolidated)

- Net Sales stood at ₹4,655.06 crore in 9MFY2017-18 as against ₹2,855.48 crore for the corresponding period last year, registering a growth of 63.02%
- EBIDTA stood at ₹922.84 crore in 9MFY2017-18 as against ₹681.99 crore for the corresponding period last year, registering a growth of 35.32%
- PAT stood at ₹604.49 crore in 9MFY2017-18 as against ₹379.40 crore for the corresponding period last year, registering a growth of 59.33%
- Total Comprehensive Income including Gain from Fair Value of Equity Instruments stood at ₹633.18 crore in 9MFY2017-18 as against ₹375.80 crore for the corresponding period last year, registering a growth of 68.49%

(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 outlets to deliver real-time banking, insurance, e-governance, e-commerce and logistics services to the unserved & underserved rural, semi-urban and urban markets. These retail outlets are called as "Vakrangee Kendra" which act as the "One-stop shop" for availing various services and products. Vakrangee is currently operating more than 44,200 "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 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, interoperability and real-time transactions.

In addition to banking "Vakrangee Kendra" outlets also provide insurance products, e-governance services and e-commerce products & services. The company also offers assisted e-commerce services offering strong platform for buying/collecting/delivering large variety of products; alliance with Netmeds Marketplace Limited to offer medicines and other health products; the Company has also alliance with RedBus for offering bus ticketing services 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 and has also alliance with IndusInd Bank Limited for Bharat Bill Payment System platform to deliver wide range of bill payment services from Vakrangee Kendra outlets. The Company also intend to provide GST (Goods and Services Tax) Registration, Filing of Returns, Payment and other value-added services through Vakrangee Kendra Outlets.

The Company has alliance with Vasco Worldwide, an avant-garde travel service enterprise, to provide Travel Concierge & Visa support services and has also tie-up with DMI Finance Private Limited (DMI) to act as a Lead generator for offering its various loan products and collection of EMIs to citizens across Pan India.

The Company has corporate agency tie-up for Life, General and Health insurance with Life Insurance Corporation of India (LIC), HDFC Life Insurance Company Limited, Bajaj Allianz Life Insurance Company Limited and other Insurance Companies.

The Company has also alliance with FedEx Express, Aramex India Private Limited, Delhivery Private Limited and First Flight Couriers Limited for courier and logistics services (Forward Delivery as well as Reverse Pick Up services) using the last-mile distribution network of Vakrangee Kendra outlets.

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 20,000 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 100, BSE 200, BSE 500, NSE 200, NSE 500, Nifty Full Midcap 100, Nifty Free Float Midcap 100 index, Nifty Large Midcap 250 and is also included in MSCI Global Standard Index. Vakrangee is also certified with CMMI Maturity Level 3, ISO 9001:2008, ISO 20000-1:2011 and ISO 27001:2013.

For further information, please contact:

Aditya Jani
Vakrangee Limited
Email: adityaj@vakrangee.in

Ammeet Sabarwal
Vakrangee Limited
ammeets@vakrangee.in