

# VAKRANGEE LIMITED



PRESS RELEASE

VAKRANGEE Q4FY2018-19 FINANCIAL RESULTS

**Total Income stood at ₹ 121.88 Crore, QoQ growth of 2.71%**

**EBIDTA stood at ₹ 18.62 Crore, QoQ growth of 152.65%**

**PAT stood at ₹ 6.45 Crore, QoQ growth of 73.85%**

**MUMBAI, May 10, 2019:** Vakrangee Limited (VL), announced its audited Financial Results for the quarter and year ended March 31, 2019.

## **Key Financial Highlights for Q4FY2018-19 (Consolidated)**

- Total Income stood at ₹ 121.88 crore in Q4FY2018-19 as against ₹ 118.66 crore for the preceding quarter current year, registering a growth of 2.71%.
- EBIDTA stood at ₹ 18.62 crore in Q4FY2018-19 as against ₹ 7.37 crore for the preceding quarter current year, registering a growth of 152.65%.
- PAT stood at ₹ 6.45 crore in Q4FY2018-19 as against ₹ 3.71 crore for the preceding quarter current year, registering a growth of 73.85%.
- EPS (basic) for the face value of ₹ 1 stood at ₹ 0.06 in Q4FY2018-19 as against ₹ 0.04 in Q3FY2018-19, registering a growth of 50.00%.

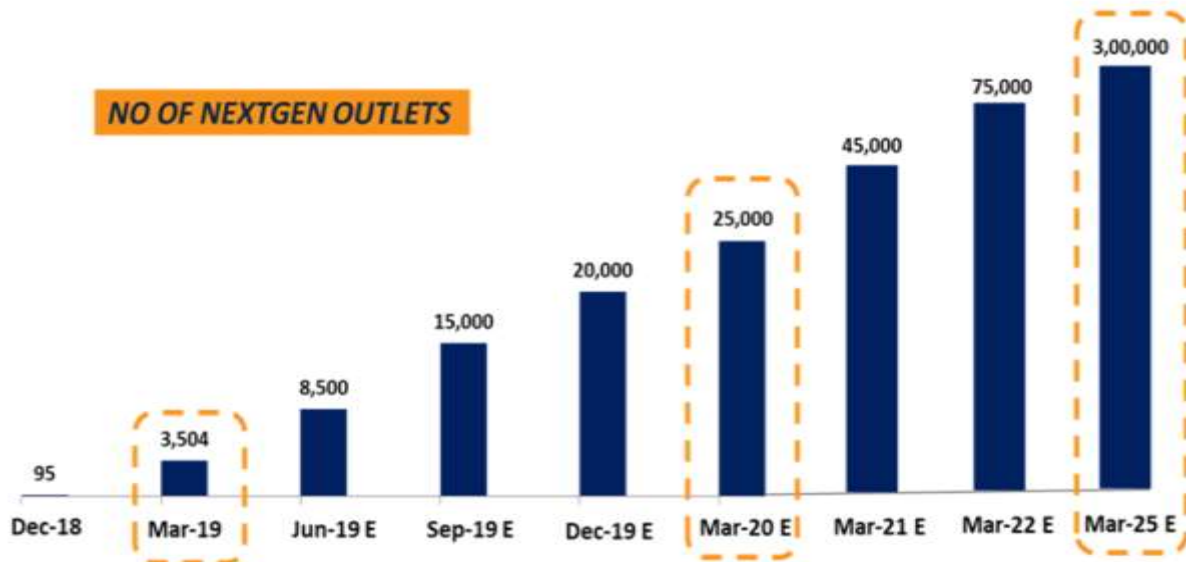
## **Key Financial Highlights for FY2018-19 (Consolidated)**

- Total Income stood at ₹ 1,588.20 crore; EBIDTA stood at ₹ 58.30 crore; PAT stood at ₹ 25.23 crore and EPS (basic) for the face value of ₹ 1 stood at ₹ 0.24 in FY2018-19.

## **Performance Update**

- 3,504 No of NextGen Outlets Operational
- ~Rs. 9.5 Billion Monthly Throughput on Vakrangee Platform – Transaction Value (in Rs.)
- US\$ 1.6 Billion Annual Run Rate Throughput – Transaction Value - basis Current No of NextGen Outlets
- ~4 Million Monthly No of Transactions on NextGen Vakrangee Platform

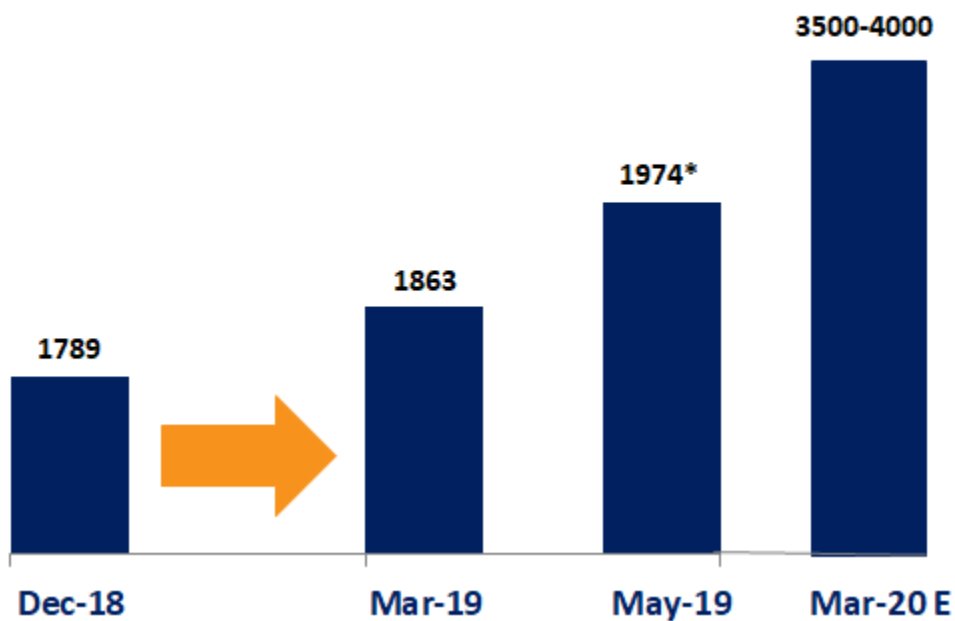
## Guidance on Opening Nextgen Outlets



*Planned Target is to have last Mile presence across All Postal codes covering each & every Gram Panchayat in the country .*

## Key Employees Initiates

### **Total Manpower Count - No of Employees**



### **Key Initiatives taken to enhance Employee Productivity:**

- Hiring and further strengthening the field team to enhance the ground level reach and availability.
- Attractive Incentive schemes launched for employees based on Targets –
  - Incentive scheme to achieve the set target for Appointment of Franchisees
  - Incentive scheme to achieve the set target of Revenue and Gross Margins %
  - Clear Focus on monitoring and improving the employee productivity
  - Daily & weekly performance review dashboards
  - App based activity monitoring

### **Awards & Recognition**

- Vakrangee makes history by setting **GUINNESS WORLD RECORDS™** title for the Most stores launched simultaneously on 14th January 2019. Launches 1107 Nextgen Vakrangee kendra stores across the country at 11.07 Am on the same day. Overall the Company launched 3,300+ stores on a Pan India basis. This is the highest number of stores opened anywhere in the world.
- Vakrangee has been awarded as the best **‘FINANCIAL SERVICES RETAILER OF THE YEAR’** at the Indian Retail Awards 2019. Award recognises company’s ‘Nextgen Vakrangee Kendras’ growth and customer satisfaction in 2018-19. The objective of the Indian Retail Awards is to recognize the Retailers who are closing the gap between operational reality and consumer expectations with great retailing practices.

### **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 & Financial Services, ATM, insurance, e-governance, e-commerce and logistics services to the unserved rural, semi-urban and urban markets. The Assisted Digital Convenience stores are called as “Vakrangee Kendra” which acts as the “One-stop shop” for availing various services and products. Vakrangee has been at the forefront in financial inclusion space in India. 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 ecommerce products.

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