

VAKRANGEE LIMITED



PRESS RELEASE VAKRANGEE Q4FY2019-20 & Q1 FY2020-21 FINANCIAL RESULTS

Revenue from Operations stood at ₹ 207.39 Crore, YoY growth of 104.32% for Q4 FY2019-20

EBITDA stood at ₹ 31.63 Crore, YoY growth of 69.87% for Q4 FY2019-20

PAT stood at ₹ 31.16 Crore, YoY growth of 383.10% for Q4FY2019-20

Dividend of ₹ 0.25 Per Equity Share having Face Value of ₹ 1 each and Dividend Payout at 37.2%

34,200+ Total No. of NextGen Outlets – 10,000+ operational outlets & 24,200+ outlets under On-Boarding process

MUMBAI, July 31, 2020: Vakrangee Limited (VL), announced its audited Financial Results for the quarter and year ended March 31, 2020 and unaudited Financial Results for the quarter ended June 30, 2020.

KEY FINANCIAL HIGHLIGHTS FOR Q4FY2019-20 (CONSOLIDATED) – YOY BASIS

- Revenue from Operations stood at ₹ 207.39 crore in Q4FY2019-20 as against ₹ 101.46 crore for the corresponding quarter last year, registering a growth of 104.32%.
- EBITDA stood at ₹ 31.63 crore in Q4FY2019-20 as against ₹ 18.62 crore for the corresponding quarter last year, registering a growth of 69.87%.
- PAT stood at ₹ 31.16 crore in Q4FY2019-20 as against ₹ 6.45 crore for the corresponding quarter last year, registering a growth of 383.10%.
- EPS (basic) for the face value of ₹ 1 stood at ₹ 0.30 in Q4FY2019-20 as against ₹ 0.06 in Q4FY2018-19, registering a growth of 400.00%.

KEY FINANCIAL HIGHLIGHTS FOR Q4FY2019-20 (CONSOLIDATED) – QOQ BASIS

- Revenue from Operations stood at ₹ 207.39 crore in Q4FY2019-20 as against ₹ 199.20 crore for the preceding quarter current year, registering a growth of 4.11%.
- PAT stood at ₹ 31.16 crore in Q4FY2019-20 as against ₹ 21.44 crore for the preceding quarter current year, registering a growth of 45.34%.

KEY FINANCIAL HIGHLIGHTS FOR FY2019-20 (CONSOLIDATED) – YOY BASIS

- Revenue from Operations stood at ₹ 685.22 crore in FY2019-20 as against ₹ 1,508.23 crore for the corresponding last year, registering a growth of -54.57%.
- PAT stood at ₹ 71.28 crore in FY2019-20 as against ₹ 25.23 crore for the corresponding last year, registering a growth of 182.52%.

KEY HIGHLIGHTS FOR FY2019-20:

- Revenue for FY20 has been impacted as the Company revamped the business to Exclusive standardized NextGen Format stores.
- Company has successfully scaled up to more than 10,000+ operational NextGen kendra's with additional 24,000+ NextGen kendra's under on-boarding process.
- Profitability has increased by 182% to Rs. 712.8 mn due to positive operating leverage and as Gross profit Margin reached back to normalcy post up-gradation exercise.
- Dividend of ₹ 0.25/- (25%) per equity shares of ₹ 1/- each for the financial year ended March 31, 2020, subject to the members' approval at the ensuing Annual General Meeting.
- Dividend Payout at 37.2%

KEY FINANCIAL HIGHLIGHTS FOR Q1FY2020-21 (CONSOLIDATED) – QOQ BASIS

- Revenue from Operations stood at ₹ 67.85 crore in Q1FY2020-21 as against ₹ 207.39 crore for the preceding quarter, registering a growth of -67.27%.
- EBIDTA stood at ₹ 20.41 crore in Q1FY2020-21 as against ₹ 31.63 crore for the preceding quarter, registering a growth of -35.47%.
- PAT stood at ₹ 11.89 crore in Q1FY2020-21 as against ₹ 31.16 crore for the preceding quarter, registering a growth of -61.84%.
- EPS (basic) for the face value of ₹ 1 stood at ₹ 0.11 in Q1FY2020-21 as against ₹ 0.30 in Q4FY2019-20, registering a growth of -63.33%.

KEY HIGHLIGHTS FOR Q1FY2020-21:

- Revenue & Profitability has been materially impacted due to Covid-19 Pandemic and Nationwide Lockdown situation.
- Outlets were closed between 15th March till 1st week of April due to Nationwide Lockdown. Between 2nd week of April till 1st week of June, only our key essential services like Banking, ATM, Mobile recharge and Tele-medicine services have been operational however other key services like Assisted Online shopping, Online Pharmacy, Travel services and Logistics have been completely closed because of the on-ground field level delivery challenges and travel services being closed due to the lockdown situation.
- Post 8th June, as the Unlock 1.0 exercise has begun, although there are still field level and delivery challenges, we are striving our best efforts to keep these Essential services available across our network of stores.

UPDATE ON COVID-19 PANDEMIC

Our Key priorities during COVID-19 Pandemic:

- Safeguarding people's health – Our Franchisees, Field Team & Customers
- Ensuring business continuity through our outlets being Operational

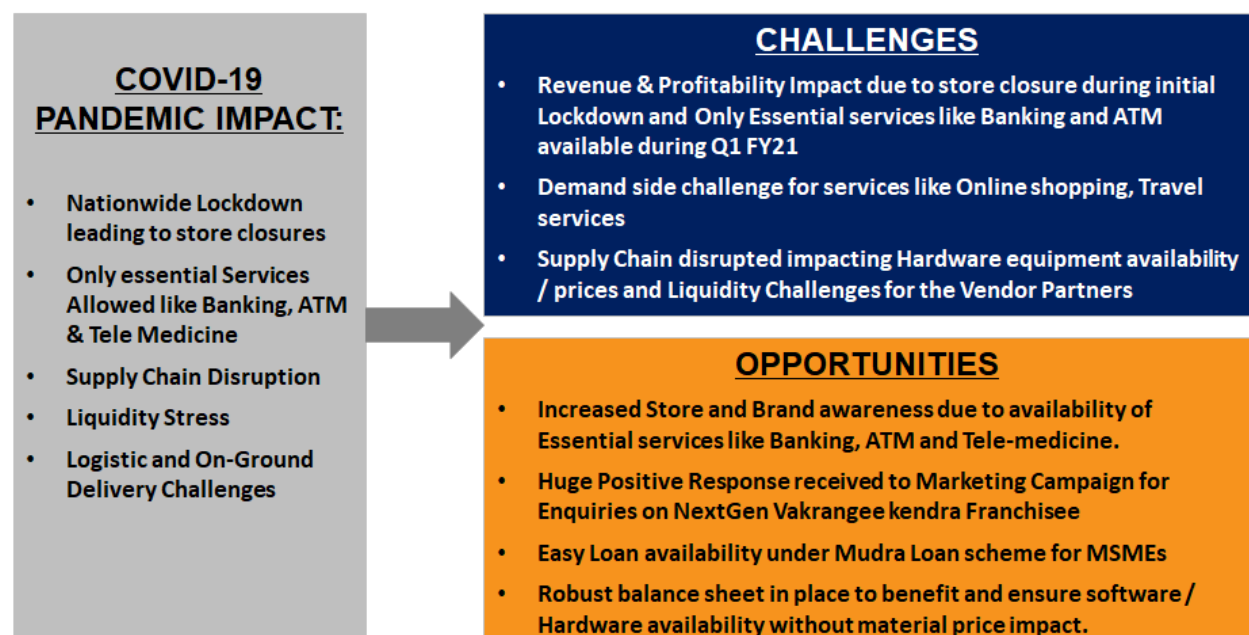
- Supporting communities by giving them access to Essential Services like Banking, ATM & Tele-medicine services.
- Innovative strategies Implemented such as Door step banking for senior citizens and deep rural locations.

Our Frontline Franchisees & Field Team have been instrumental in ensuring our outlets being operational and providing access to Essentials needs of our customers. More than 70% of our outlets are in Tier 5 & 6 Rural locations thereby benefiting the unserved and underserved bottom of the Pyramid population.



Please refer for Details : https://vakrangee.in/pdf/News_and_Announcements/COVID-19%20Update%20Note%20on%20Vakrangee%20Limited.pdf

UNDERSTANDING THE IMPACT OF COVID-19 PANDEMIC



GROWTH STRATEGY UPDATE:

WELL PLACED TO LEVERAGE THE GROWTH OPPORTUNITY

Emerging as a Convenience Store of Choice for Consumers in Rural India	Huge Number of Enquiries Received for NextGen Kendras with Loan Facility in Place	Leveraged Strong Balance sheet to ensure Kendra Hardware / Software Availability
<ul style="list-style-type: none">Enhanced visibility and Brand Awareness during Nationwide Lockdown.Our stores were open and have been providing Essential services like Banking, ATM, Mobile recharges and telemedicine consultation services.Provided Door-step banking and subsidy payment services in unserved locations during Lockdown.	<ul style="list-style-type: none">Aggressive Marketing Campaign over last 6 months have resulted into overwhelming response generating 1,20,000+ Enquiries.Already have achieved 24,000+ kendras under on-boarding process in addition to 10,000 kendras operational.Dedicated Loan facility for franchisees with Tie up with Union Bank of India, to ease the franchisee on-boarding process	<ul style="list-style-type: none">Most of equipment's are imported and are assembled in India. In current environment, we expect price hike as well as availability challenges.Leveraged strong balance sheet to financially support vendors and ensure software / Hardware availability without material price impact.Software / Hardware procurement well in place for another batch of 25,000 Kendra.
<ul style="list-style-type: none"><i>The company is well poised to achieve its store expansion targets before the stated timelines.</i><i>Planned target of opening 3,00,000 outlets by 2025 and will be opening in a batch of 25,000 each.</i>		

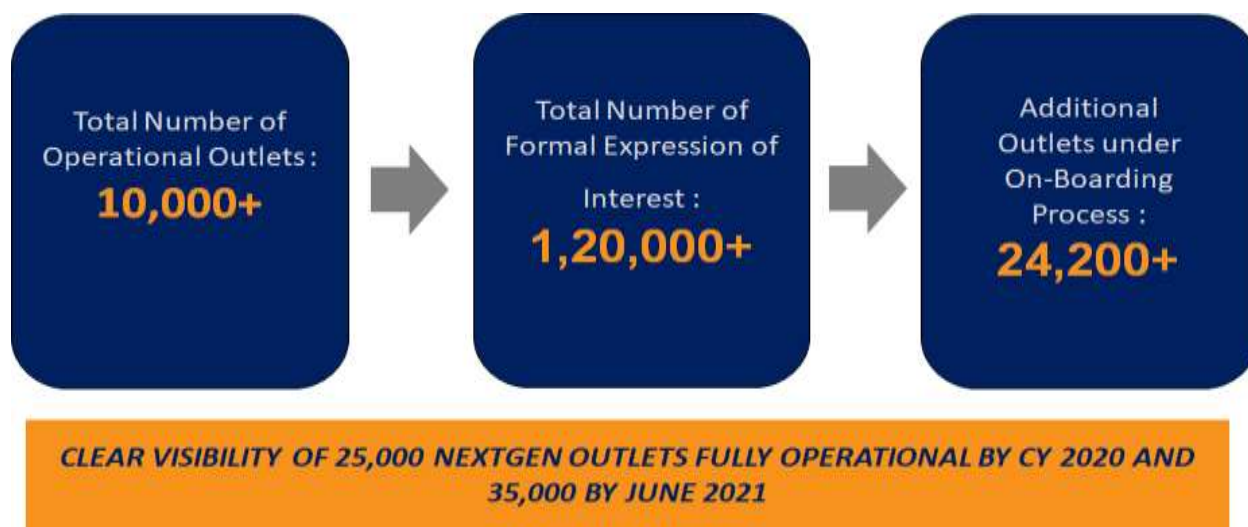
PERFORMANCE UPDATE FOR QUARTER ENDED MARCH, 2020 & FULL YEAR FY2019-20

- 34,200+ Total No. of NextGen Outlets - 10,000+ operational outlets & 24,200+ outlets under On-Boarding process.
- ~ ₹ 82.0 Billion Quarterly Throughput on Vakrangee Platform – Q4 FY20 Transaction Value
- ~26.1 Million Quarterly No. of Transactions on Vakrangee Platform – Q4 FY20
- US\$ 303.7 Billion Annual Throughput on Vakrangee Platform – FY20 Transaction Value
- ~96.8 Million Annual No. of Transactions on Vakrangee Platform – Full Year FY20

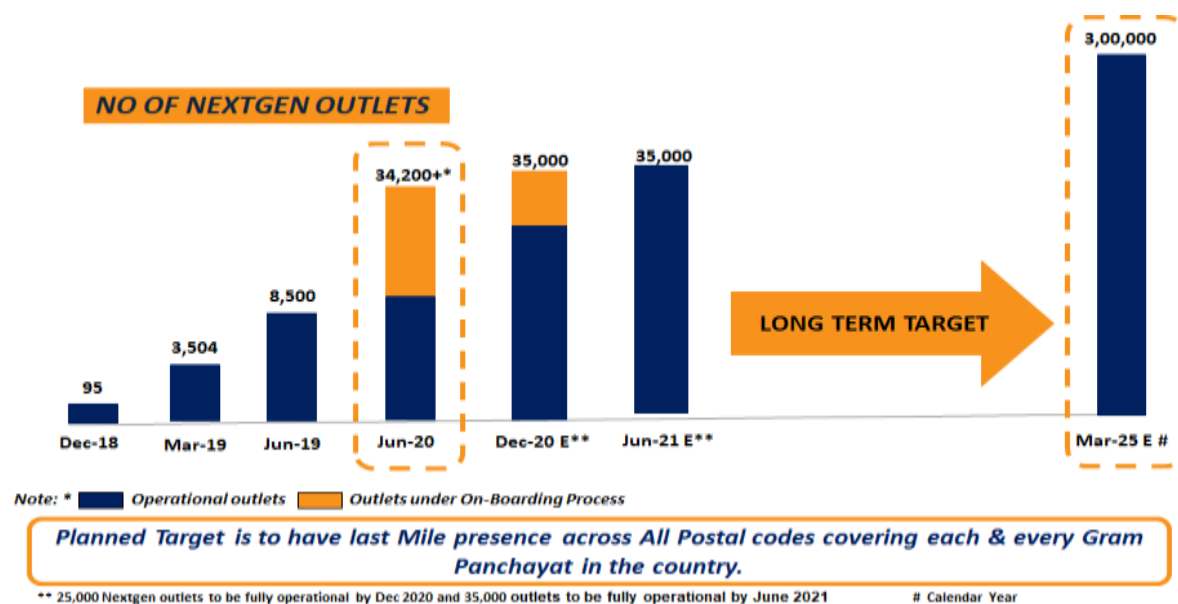
PERFORMANCE UPDATE FOR QUARTER ENDED JUNE 2020

- ~₹ 78.3 Billion Quarterly Throughput on Vakrangee Platform – Transaction Value
- ~30.8 Million Quarterly No. of Transactions on Vakrangee Platform
- US\$ 40.2 Billion Annual Run Rate Throughput – Transaction Value - basis Current No. of operational Outlets

VISIBILITY ON OPENING OF NEXTGEN OUTLETS



GUIDANCE ON OPENING NEXTGEN OUTLETS:



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.

For further information, please contact at:

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