

VAKRANGEE LIMITED



PRESS RELEASE VAKRANGEE Q2 FY2020-21 FINANCIAL RESULTS

Revenue from Operations stood at ₹ 70.23 Crore, QoQ growth of 3.50%

EBITDA stood at ₹ 22.47 Crore, QoQ growth of 10.09%

PAT stood at ₹ 13.31 Crore, QoQ growth of 11.89%

MUMBAI, October 30, 2020: Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended September 30, 2020.

KEY FINANCIAL HIGHLIGHTS FOR Q2 FY2020-21 (CONSOLIDATED) – QOQ BASIS

- Revenue from Operations stood at ₹ 70.23 crore in Q2FY2020-21 as against ₹ 67.85 crore for the preceding quarter, registering a growth of 3.50%.
- EBIDTA stood at ₹ 22.47 crore in Q2FY2020-21 as against ₹ 20.41 crore for the preceding quarter, registering a growth of 10.09%.
- PAT stood at ₹ 13.31 crore in Q2FY2020-21 as against ₹ 11.89 crore for the preceding quarter, registering a growth of 11.89%.
- EPS (basic) for the face value of ₹ 1 stood at ₹ 0.13 in Q2FY2020-21 as against ₹ 0.11 in Q1FY2020-21, registering a growth of 18.18%.

KEY HIGHLIGHTS FOR Q2 FY2020-21:

- Revenue & Profitability had been materially impacted on a YoY basis due to Covid-19 Pandemic and Nationwide Lockdown situation.
- The Company's return to normalcy on the business front has been progressing well with month-on-month improvement in the sales. However normalization shall take couple of quarters.
- Outlet revenues have been impacted as only our key essential services like Banking, ATM, Mobile recharges and Tele-medicine services have been operational however other key services like Assisted Online shopping, Online Pharmacy, Travel services and Logistics have been impacted because of the on-ground field level delivery challenges and travel services being closed due to the lockdown situation.
- COVID-19 pandemic has caused unprecedented disruption in the world of work and thereby the Company is leveraging technology, implementing process automation and innovative Digital initiatives as new ways of conducting everyday business and managing field operations.
- These initiatives would result into improved Franchisee satisfaction and better centralized management of field operations. The company shall also get benefit of the same in overall cost reduction and enhanced profitability.

UPDATE ON COVID-19 PANDEMIC

Our Key priorities during COVID-19 Pandemic:

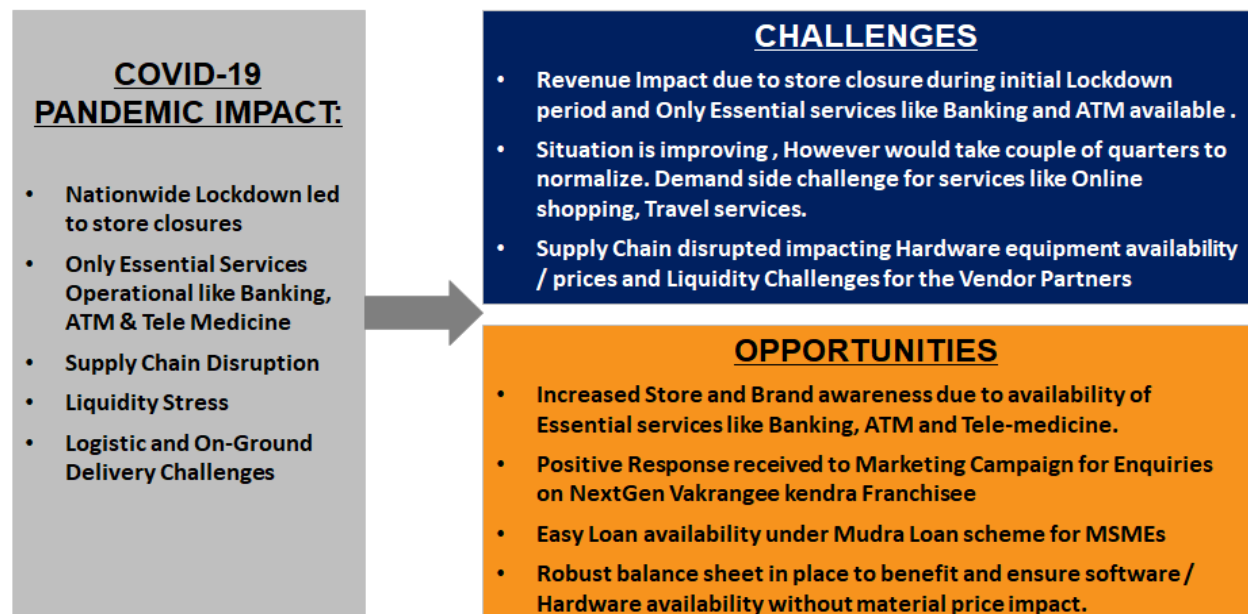
- **Safeguarding people's health** – Our Franchisees, Field Team & Customers
- **Ensuring business continuity** through our outlets being Operational
- **Supporting communities** by giving them access to Essential Services like Banking, ATM & Tele-medicine services.
- **Innovative strategies Implemented 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

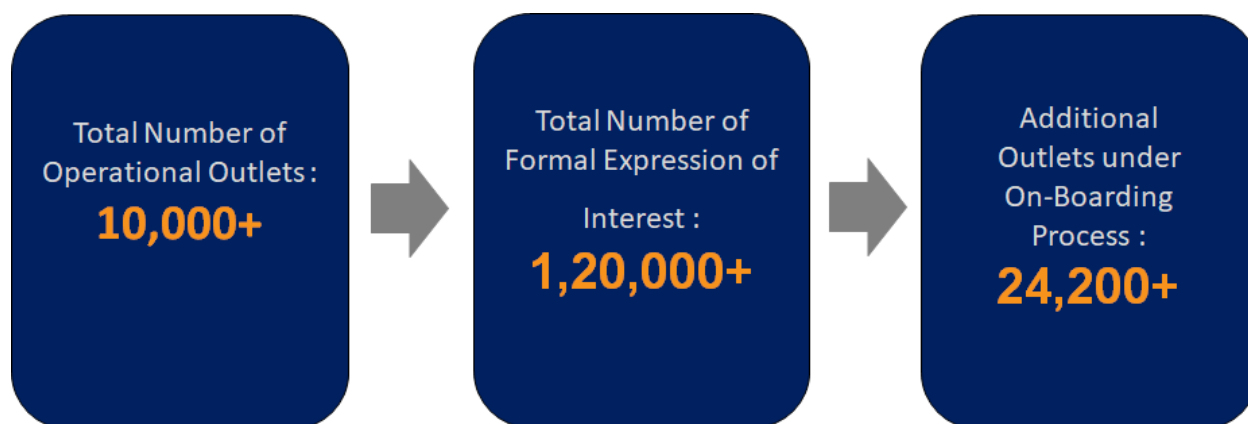
Emerging as a Convenience Store of Choice for Consumers in Rural India	Huge Number of Enquiries Received for NextGen Kendras with Loan Facility in Place	Leveraged Strong Balance sheet to ensure Kendra Hardware / Software Availability
<ul style="list-style-type: none">Enhanced visibility and Brand Awareness 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.

The company is well poised to achieve its store expansion targets . However, there has been delay in expansion due to COVID Pandemic leading to Logistic challenges as well as Hardware availability challenges.

PERFORMANCE UPDATE FOR QUARTER ENDED SEPTEMBER 2020

- ~Rs. 87.5 Billion Quarterly Throughput on Vakrangee Platform – Transaction Value
- ~34.6 Million Quarterly No. of Transactions on Vakrangee Platform
- US\$ 4.7 Billion Annual Run Rate Throughput – Transaction Value - basis Current No. of operational Outlets
- 10,000 No. of NextGen Outlets currently operational

VISIBILITY ON OPENING OF NEXTGEN OUTLETS



CLEAR VISIBILITY OF 25,000 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:Email: investor@vakrangee.in