

# **BECOME A FRANCHISEE!!**



**BRONZE MODEL - ONLY ATM** 



Earn Between ₹ 25,000 to ₹ 50, 000\* per month with our 'Only ATM' Model



- **No Monthly Charges**
- No Maintenance **Charges (AMC)**
- Cash & ATM Insurance Included



**Minimum Investment High Returns Business Model** 

#### **Highest Per Transaction Commission**

Vakrangee's ATM Model



**Other Peer's** ATM Model

₹ 5/ ₹ 8 Per Transaction

New & Used ATM Business Models at ₹ 2,54,999\* & ₹ 1,54,999\* respectively Best in Class Equipment included in the package along with ATM Machine

- CCTV Camera with NVR
- Currency Counting & Fake Note Detector
- **Digital Signage**
- **VPN Connectivity**

With our High ROI model, you can Recover your Complete Investment in just 6 to 12 months\*



- \* Used & New ATM Models available. GST shall be charged extra. Kindly refer to our franchisee presentation for more details.
- \* Actual earnings may vary based on shop location, demography & franchisee ambition.

Give Us Missed Call on 09355133599

To enquire: apply.vakrangeekendra.in



# Vakrangee: Only ATM Model



Minimum Investment, High Return Business

Model !!

Set-Up Only ATM at your Existing Store & Attract Higher Footfalls !!

Highest Commission Structure : Best in the Industry !!

No Monthly Charges, Zero Maintenance!!

Peace of Mind: Cash & ATM Insurance included!!



#### **ATM Service**





Opportunity to Earn Rs. 25,000-50,000 per Month!!

ATM and VPN device will be provided on custodian basis and service will be started only after the full payment is received



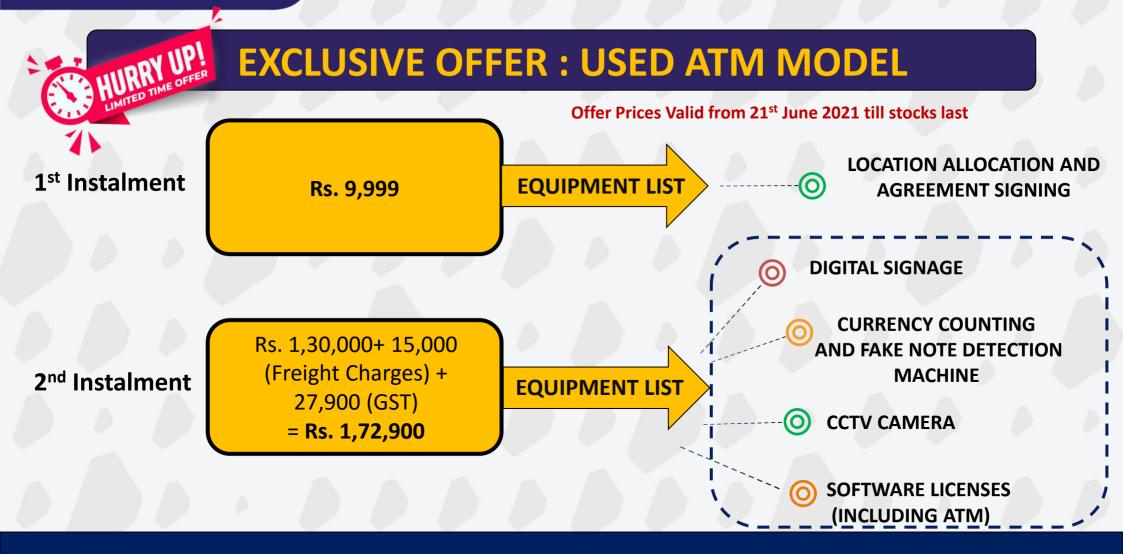
#### **EXCLUSIVE OFFER: NEW ATM MODEL**



ADDITIONAL BEST-IN CLASS EQUIPMENTS INCLUDED IN THE PACKAGE







#### ADDITIONAL BEST-IN CLASS EQUIPMENTS INCLUDED IN THE PACKAGE



Used ATM & VPN device will be provided on Custodian basis

All ATMs are in good working conditions & quality check & Health Check up will be undertaken, before sending it to franchisee location 6



#### **ATM OFFERING DETAILS: VAKRANGEE VS. PEERS**

ATM Players	Vakrangee	Peer 1	Peer 2	Peer 3	Peer 4	Peer 5
Upfront Investment*  Used ATM: Rs, 1,54,000 New ATM: Rs. 2,55,000		Rs. 2,00,000	Rs. 50,000	Rs. 1,25,000	Rs. 2,10,000	Rs. 2,60,000
Fixed Monthly Charges	ZERO	ZERO	Rs. 12,500/-	Rs. 8,500	ZERO	ZERO
Commission : Financial Transaction	Rs, 10/- till 2500 Txn Rs. 11/-from 2501	Rs. 8/- per Txn	Rs. 14 till 1080 Txn, Rs. 11 from 1081 Txn	Rs. 9/- per Txn	Rs. 8.5/- per Txn	Rs. 8.5/- per Txn
Commission: Non-financial Transaction	Rs. 3/- per Txn	Rs. 2/- per Txn	Rs. 4 till 1080 Txn, Rs. 2 from 1081 Txn	Rs. 2/- per Txn	Rs. 2/- per Txn	Rs. 2/- per Txn
AMC & Insurance Included	YES					
Additional Equipment's	ATM machine  Additional Equipment Included in the  Package price  1 - CCTV camera with NVR  2 - Digital signage  3 - VPN connectivity  4 - Currency Counting Machine	Only ATM & VPN	Only ATM & VPN	Only ATM & VPN	Only ATM & VPN	Only ATM & VPN
Additional Earning Potential through Advertisement	YES (DIGITAL SIGNAGE & ATM SCREENS)	NO	NO	NO	NO	NO



#### **EARNING COMPARISON: VAKRANGEE VS. PEERS**

ATM Players	Vakrangee	Peer 1	Peer 2	Peer 3	Peer 4	Peer 5	
ILLUSTRATION OF MONTHLY EARNINGS - SCENARIO 1 (100 Transactions per Day)							
No of Financial Transaction per Day	100	100	100	100	100	100	
No of Days per Month	30	30	30	30	30	30	
Total No of Transactions	3000	3000	3000	3000	3000	3000	
Total Earning	30500	24000	36240	27000	25500	25500	
Fixed Monthly Charges if any	0	0	12500	8500	0	0	
Net Earning Per Month	Rs. 30,500	Rs. 24,000	Rs. 23,740	Rs. 18,500	Rs. 25,500	Rs. 25,500	
II	ILLUSTRATION OF MONTHLY EARNINGS - SCENARIO 2 (50 Transactions per Day)						
No of Financial Transaction per Day	50	50	50	50	50	50	
No of Days per Month	25	25	25	25	25	25	
Total No of Transactions	1250	1250	1250	1250	1250	1250	
Total Earning	12500	10000	17500	11250	10625	10625	
Fixed Monthly Charges if any	0	0	12500	8500	0	0	
Net Earning Per Month	Rs. 12,500	Rs.10,000	Rs.5,000	Rs,2,750	Rs.10,625	Rs.10,625	
ILLUSTRATION OF MONTHLY EARNINGS - SCENARIO 3 (25 Transactions per Day)							
No of Financial Transaction per Day	25	25	25	25	25	25	
No of Days per Month	25	25	25	25	25	25	
Total No of Transactions	625	625	625	625	625	625	
Total Earning	6250	5000	8750	5625	5312.5	5312.5	
Fixed Monthly Charges if any	0	0	12500	8500	0	0	
Net Earning Per Month	Rs. 6,250	Rs.5,000	Rs3,750	Rs2,875	Rs. 5,312.5	Rs.5,312.5	



# Responsibility Matrix: Vakrangee & Franchisee

Activity	Vakrangee	Franchisee
Payment		
Equipment to be provided (as specified in the presentation)	<b>/</b>	
ATM to be provided on custodian basis	<b>—</b>	
Outlet location to be finalized		<b></b>
Working Capital required (for daily transactions)		
Local level Marketing and awareness	Marketing artwork to be provided	
Cash loading in ATM		
ATM First Level Maintenance		<b>\</b>
ATM Second Level Maintenance		
Transaction Settlement	<b>/</b>	
Cash and ATM Insurance		). D.



### RBI Compliances: Key Regulatory Requirements







01

Cash loaded in the ATMs should be sourced ONLY from any scheduled Bank, including Cooperative Banks and Regional Rural Banks



Dedicated ATM settlement account should be opened for ATM cash filling purpose. Cash withdrawn from account should be used ONLY for the purpose of loading in the ATM





CCTV should be installed correctly and should be always functional with the right settings for 90 days backup. Franchisee should provide access of CCTV to Vakrangee HO Team for Centralized monitoring. This will be done while onboarding the ATM and Vakrangee team will monitor the ATM using CCTV on regular basis.



### **Understanding Franchisee On-Boarding Process**

- ENQUIRY SUBMISSION
  - Applicant to fill Enquiry form <a href="https://apply.vakrangeeke">https://apply.vakrangeeke</a> <a href="ndra.in/">ndra.in/</a>
  - Applicant will receive an Application Link

2 APPLICATION
SUBMISSION WITH 1<sup>ST</sup>
INSTALMENT

- Submits application form with KYC documents
- Receive payment options to pay the 1<sup>st</sup> instalment of Rs. 9,999
  - 1. Online via payment gateway OR
  - 2. Offline through bank

APPLICATION SCRUTINY & LOCATION APPROVAL

- Vakrangee team to verify documents and complete the scrutiny approval process
- Location availability to be checked and allocated.

# DOCUMENTS REQUIRED FROM APPLICANT

- Basic KYC PAN & Proof of Address
- Shop Address Proof
  - Lease agreement / Rent Agreement OR
  - Proof of direct ownership OR
  - Power of Attorney
- GST registration certificate
- Proof of Bank Account

ATM DISPATCH

 ATM is dispatched to Franchisee once the complete payment is done, and pre-requisites are completed VKID GENERATION

- VKID (Vakrangee Kendra ID) is generated after agreement signoff from both sides.
- Welcome Mail to be sent to Franchisee along with notification to pay 2<sup>nd</sup> instalment
- Kendra Design Manual is sent

AGREEMENT SIGNING

- Applicant to fill in additional details required for agreement in VKMS app.
- Prefilled agreement sent to applicant for e-signing via email link.
- Vakrangee signoff completed after applicant signoff



## **Understanding Franchisee On-Boarding Process**

7

#### **KENDRA APPROVAL**

- Franchisee to complete interior requirements as per design manual
- Approval of the interior will be done by Vakrangee team



8

#### ATM ACTIVATION

- ATM activation done once the ATM onboarding checklist is completed
- Franchisee to receive training once the ATM is made live

Service Activation Timelines		AA		
Services	Quarter 1	Quarter 2	Quarter 3	Quarter 4
ATM*				

<sup>\*</sup>Separate account for ATM settlement to be opened by the franchisee at the time-of-service activation. Note: ATM delivery timeline will depend on the availability of ATM by the manufacturer



# Case Studies: Our Shining Franchisees



Franchisee -SHASHI JAIN from a Tier-3 location of Rajasthan have Earned 1,45,460 in just month from ATM Services

Number of Financial Transaction-11,591

Total Transaction Value-96,78,600



Franchisee -RUSHIKESH BANKATRAO from a **Tier-6** location of Maharashtra have Earned **1,10,693** in one month from **ATM Services** 

Number of Financial Transaction-10,001

Total Transaction Value-2,21,35,300



# NextGen Vakrangee Kendra: Committed to ESG & UN SDGs



#### Sustainability ESG Performance Update

Global recognition reflects company's commitment to further enhance its corporate governance and transparency standards. Company has achieved Global recognition across various platforms for its superior ESG performance and long term Business sustainability. Vakrangee

Limited has been accepted as a Signatory of the United Nations Global Compact.

Company has been successful in benchmarking its performance on a wide range of industry specific economic, environmental, governance and social criteria that are relevant to the growing focus on Business sustainability and financially relevant to the corporate success.

Sr. No.	ESG Assessment & Rating platform	Vakrangee Ranking	
1	Sustainalytics ESG Risk Assessment Rating	Globally ranked No.1 in the Sustainalytics ESG Risk rating rankings out of the 668 companies assessed in the Software and Services industry across worldwide	SUSTAINALYTICS
2	CDP Score - Climate Change 2020	Achieved "B" Score from CDP for Environmental Practices, Better than the Industry's Average (Asia regional average of D, Global Average of C)	DISCLOSURE INSIGHT ACTION
3	CDP Score - Supplier Engagement Rating 2020	Achieved "A-" Score from CDP for Suppliers Engagement, Better than the Industry's Average (Asia regional average of B-, Global Average of C)	DISCLOSURE INSIGHT ACTION
4	SAM Corporate Sustainability Assessment (CSA) – S&P Global	Globally ranked No. 13 Company in the global industry ranking and ranked No. 9 in the Corporate Governance global industry raking based on RobecoSAM – S&P Global ESG Score.	Now a Part of S&P Global
5	Bloomberg Gender Equality Index (BGEI)	Included in the Bloomberg's 2021 Gender-Equality Index (GEI). The 2021 Bloomberg GEI comprises of 380 companies across the world with a combined market capitalization of USD14 Trillion Headquartered in 44 countries and Regions across 11 sectors.	Bloomberg Gender-Equality Index 2021



# About Vakrangee



## About Vakrangee

Vakrangee is a technology-driven company, focusing on creating India's largest network of last-mile retail outlets. We have emerged as a "one-stop shop" digital convenience store providing a variety of services such as banking, insurance, ATM, egovernance, e-commerce, logistics and financial services.

"Vakrangee aims to be the most trustworthy physical as well as online convenience store across India."







#### 11,700+ Nextgen Kendras\*

One of the large franchisee network companies with presence in 4,580 postal codes

#### 30+ Years

Founded in the year 1990, Vakrangee has 30+ years of service excellence.

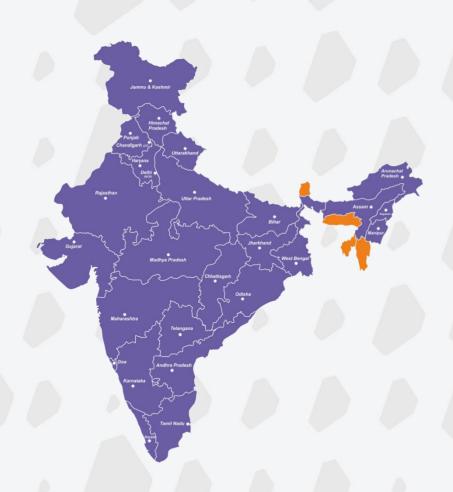
#### **Debt-free Company**

A company with zero debt

- \* As of 31<sup>st</sup> March 2021, 11,700+ Operational Outlets
- Source: Company



#### **Our Presence**



**11,700+** OUTLETS\*

**27** STATES & UTs

**510+** Districts Covered

4,580+ Postal Code Covered

**70%** Presence in Tier V & VI Cities

**Nextgen Vakrangee Kendra Locator** 

<sup>\* -</sup> As of 31st March, 2021

<sup>\* - 11,700+</sup> Operational outlets



#### **Contact Us**

#### **Apply For This Unmissable Opportunity\***



Give Us Miss Call on - **09355133599** 



Visit - www.vakrangee.in



Enquire at - <a href="https://apply.vakrangeekendra.in">https://apply.vakrangeekendra.in</a>

<sup>\*</sup>Above stated details are the only official channels to contact Vakrangee Limited.



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