

REVENUE INCREASES BY 6.52% ON YOY BASIS, PAT INCREASES BY 210.55% ON YOY BASIS

- Appointed Master Franchisees in 341 Districts across 26 States across the Country. Master Franchisee to provide on-ground operational support to the existing franchisee outlets as well as drive new franchisee acquisition. Plan to achieve 100% District coverage by March 2024
- Quarterly Gross Transaction Value (GTV) crossed Rs. 13,074.47 Crores
- Quarterly No. of Transactions crossed 3.31 Crores

MUMBAI, November 11, 2023: Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended September 30, 2023.

KEY FINANCIAL HIGHLIGHTS FOR Q2 FY2023-24 (CONSOLIDATED) ON YOY BASIS

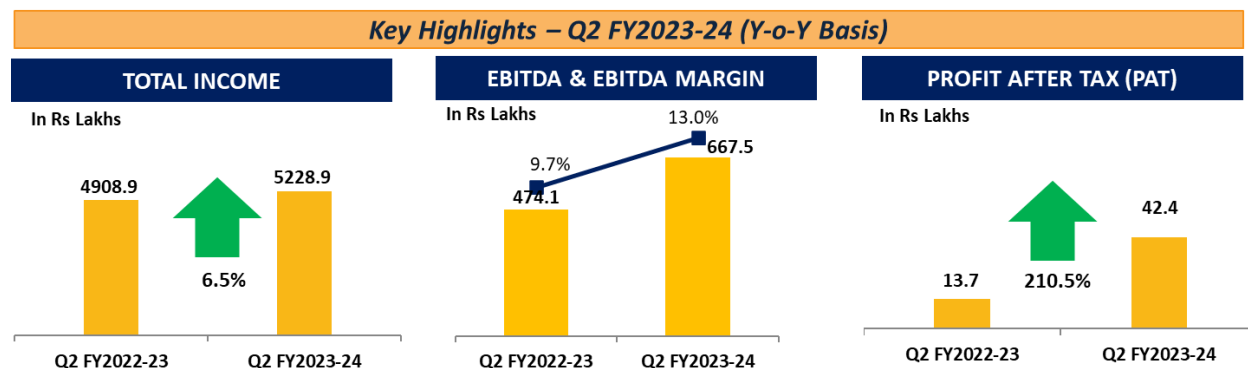
- Total Income stood at Rs. 5,228.88 Lakhs in Q2 FY2023-24, increased by 6.52% on YoY basis.
- EBITDA stood at Rs. 667.53 Lakhs in Q2 FY2023-24, increased by 40.80% on YoY basis.
- PAT stood at Rs. 42.39 Lakhs in Q2 FY2023-24, increased by 210.55% on YoY basis.

PERFORMANCE UPDATE:

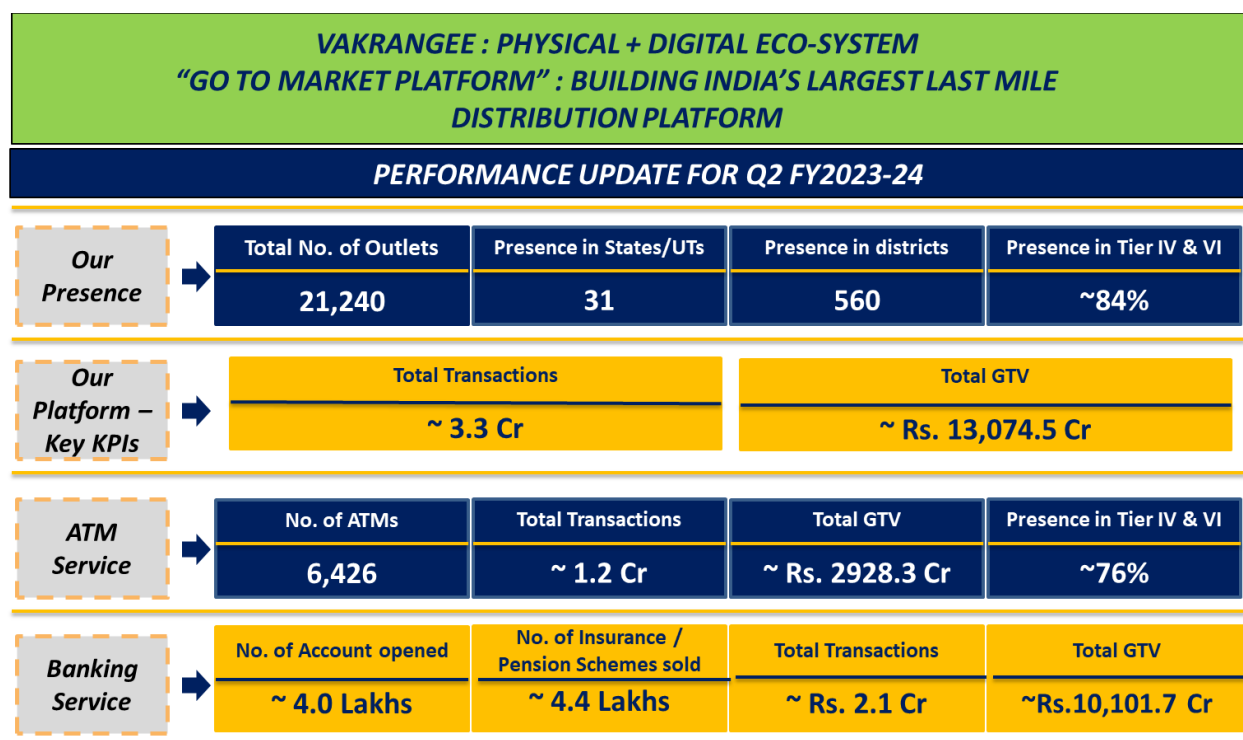
- Q2 FY2023-24 Results :
 - Q2 FY2024 : Revenue increases by 6.5% on YoY basis, PAT increases by 210.55% on YoY basis.
 - Q2 FY2024 : Quarterly Gross Transaction Value (GTV) crossed Rs. 13,074.47 Crores, Quarterly No. of Transactions crossed 3.31 Crores.
- Revenue and Profitability has improved on YoY basis however reduced on QoQ basis primarily due to Business seasonality factor as Q2 is usually a weak quarter and Q3 has better growth prospects due to festive season impact. Further, our growth in margins and profitability shall continue as we scale up our network and operating leverage kicks in.
- Our Current Focus has been on Expanding our Presence through Building Master Franchisee network & to Strengthen our First Mover Advantage. We are currently Building a Pan India District level Master franchisee network which would result in strong on-ground operational management as well as better growth scalability in future.

- Appointed Master Franchisees in 341 Districts across 26 States across the Country. Master Franchisee to provide on-ground operational support to the existing franchisee outlets as well as drive new franchisee acquisition. Plan to achieve 100% District coverage by March 2024.
- Launch of “VISION 2030” : Our Vision 2030 target is to reach 3 lakh + outlets along with Minimum 15,000+ ATMs. With this, our plan is to achieve a Revenue target of US\$ 1 Billion by 2030 along with a Gross Transaction Value of more than US\$ 150 Billion.

KEY HIGHLIGHTS FOR Q2 FY2023-24:



KEY HIGHLIGHTS: PERFORMANCE UPDATE



Note: GTV – Gross Transaction Value

VISION 2023 : GROWTH TARGETS

VISION 2030

764

Number of Exclusive District Level Master Franchisees

3,00,000

Vakrangee Kendras

15,000

Number of ATMs

US\$ 1 BN

Revenue from Operations

US\$ 150 BN

Gross Transaction Value (GTV)

Building Digital Platform

BharatEasy Mobile Super App

100% Population to be covered

PAN India coverage through Last Mile Physical Vakrangee Kendra Outlets along with Digital BharatEasy Mobile Super App Platform



- Vakrangee has emerged as One of India's Largest last mile distribution platform with a Physical as well as Digital eco-system in place with a Pan India Presence.
- Vakrangee aims to be most trustworthy Physical as well as Digital Convenience store across India. We will keep expanding this network until we are close proximity to the last excluded person within the country.

HUGE UNTAPPED MARKET : OVERALL MARKET POTENTIAL



➤ You can access the detailed Vision 2030 document through the below link:
<https://vakrangee.in/pdf/Policies-PDF/Vakrangee-Vision-2030.pdf>

Incorporated in 1990, Vakrangee has emerged as one of India's largest Last Mile Distribution Platform with a Physical as well as Digital Eco-system in place with a PAN INDIA Presence. We are delivering real-time banking & Financial Services, ATM, insurance, e-Governance, e-Commerce (including Healthcare services) and logistics services to the unserved rural, semi-urban and urban markets and enabling Indians to benefit from financial, social and digital inclusion.

Vakrangee has emerged as the “Go To Market Platform” for various Business verticals including Fintech and Digital platforms. The Assisted Digital Convenience stores (Physical Outlets) are called as “Vakrangee Kendra” which acts as the “One-stop shop” for availing various services and products and Digital platform is called as BharatEasy Mobile Super app.

For further information, please contact at:

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