

VAKRANGEE DELIVERS STRONG PERFORMANCE: REVENUE INCREASES BY 21.2%, PROFIT BEFORE TAX & EXCEPTIONAL ITEM MORE THAN DOUBLES, INCREASING BY 110.1% ON A YOY BASIS (9M FY2024-25)

- Quarterly Gross Transaction Value (GTV) crossed Rs. 13,699.8 Cr, Quarterly No. of Transactions crossed 3.2 Cr.
- The Company has successfully launched its own Private label and White label category of products in Apparel segment. After successfully completing the pilot phase, the company has commenced the first phase of the rollout and plans to scale the initiative to a pan-India level.
- Three New Banking Partnerships & Two New Insurance Partnerships added during the Quarter i.e. Canara Bank, Central Bank of India, Bangiya Gramin Vikas Bank, Shriram Life Insurance and Future Generali Insurance.
- The Company has completed the acquisition of Vortex Engineering Private Limited and Vortex is now a subsidiary of the Company.
- Vakrangee Limited and our subsidiary, Vortex Engineering, are debt-free with a strong balance sheet. We are well-positioned to fund our expansion plans and continue our journey toward long-term growth.

MUMBAI, February 5, 2025: Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended December 31, 2024.

KEY FINANCIAL HIGHLIGHTS FOR Q3 FY2024-25 (CONSOLIDATED) ON YOY BASIS

- Total Income stood at Rs. 6,863.0 Lakhs in Q3 FY2024-25, increased by 31.7% on YoY basis.
- Profit Before Tax & Exceptional Item stood at Rs. 161.3 Lakhs in Q3 FY2024-25, increased by 72.0% on YoY basis.

KEY FINANCIAL HIGHLIGHTS FOR 9M FY2024-25 (CONSOLIDATED) ON YOY BASIS

- Total Income stood at Rs. 19,429.6 Lakhs in 9M FY2024-25, increased by 31.7% on YoY basis.
- Profit Before Tax & Exceptional Item stood at Rs. 590.6 Lakhs in 9M FY2024-25, increased by 110.1% on YoY basis.

RESULTS PERFORMANCE UPDATE

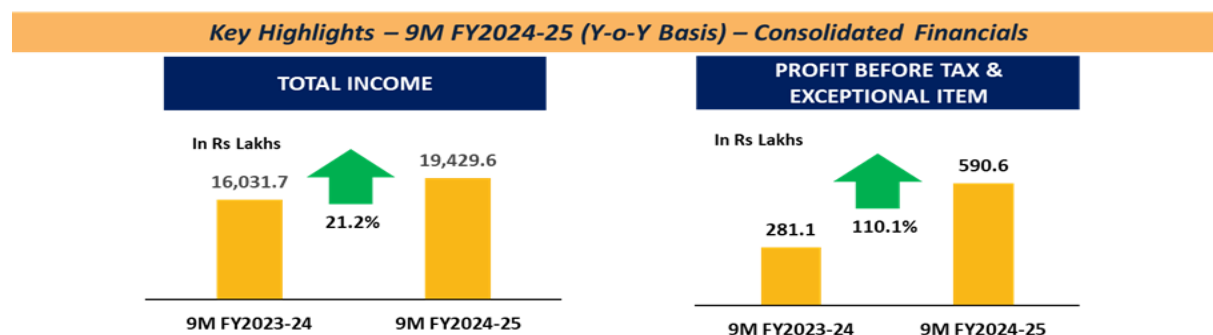
- 9M FY2024-25 Results: Revenue grows by 21.2% on YoY basis, Profit Before Tax & Exceptional Items more than doubles, increasing by 110.1% on a YoY basis.
- Q3 FY2024-25 Results: Revenue grows by 31.7% on YoY basis, Profit Before Tax & Exceptional item increases by 35.9% on YoY basis.
- Q3 FY2024-25: Quarterly Gross Transaction Value (GTV) crossed Rs. 13,699.8 Crores & Quarterly No. of Transactions crossed 3.2 Crores.
- The Company has completed the acquisition of Vortex Engineering Private Limited and Vortex has been considered as a subsidiary of the Company for the purpose of consolidation w.e.f. June 4, 2024.

- **Vakrangee Limited and our subsidiary, Vortex Engineering, are debt-free with a strong balance sheet. We are well-positioned to fund our expansion plans and continue our journey toward long-term growth.**
- The company has launched its own private label and white label product categories in the apparel segment. After successfully completing the pilot phase, the company has commenced the first phase of the rollout and plans to scale the initiative to a pan-India level. The newly launched collection features a diverse range of apparel for men, offering trendy, comfortable, and affordable clothing suitable for all occasions. Additionally, the Company has future plans to diversify into other consumer and retail product categories, thereby expanding our footprint in the broader market.
- Already Appointed Master Franchisees in 535 Districts across 31 States/UTs 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 2026 and thereby we plan to aggressively expand our Kendra network through leveraging this MF network.
- 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.

GROWTH STRATEGY UPDATE

- **Update on Business Strategy : Strategic Growth Initiatives**
 - **Update on Acquisition of Vortex Engineering Private Limited:**
 - Company has completed the acquisition of Vortex Engineering Private Limited from the IFC, Tata Capital Innovation Fund, Aavishkaar India Investors & other Shareholder ("Seller").
 - This is a strategic investment which will help the Company to have a backward integration in place and thereby unlocking future growth opportunities, leverage the cost synergies and technology know-how.
- **Update on Fund Raising through Preferential Allotment**
 - **Preferential Allotment of Convertible Warrants to Promoter & Non - Promoter Category**
 - The Company has allotted the 6,00,00,000 Convertible Warrants ("Warrants"), at an issue price of Rs. 27/- per Warrant for an aggregate amount of up to Rs. 162 Crores, each convertible into equal number of equity shares having face value of ₹1 each to Promoter & Non - Promoter Category on 30th March 2024.
 - Further, The Members of the Company on January 15, 2025, through the EGM approved the preferential allotment of 35,00,00,000 warrants convertible for an aggregate amount of up to Rs. 980 Crores, each convertible into equity shares having face value of ₹1, by way of a private placement, at an issue price of ₹27 per warrant to the Non-Promoter Category including FIIs.

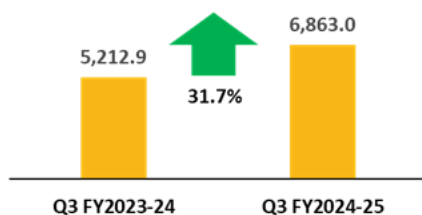
KEY HIGHLIGHTS FOR 9M & Q3 FY2024-25



Key Highlights – Q3 FY2024-25 (Y-o-Y Basis) – Consolidated Financials

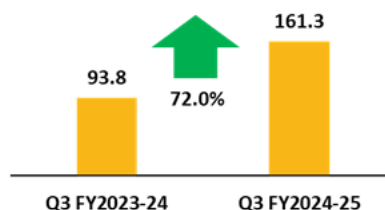
TOTAL INCOME

In Rs Lakhs



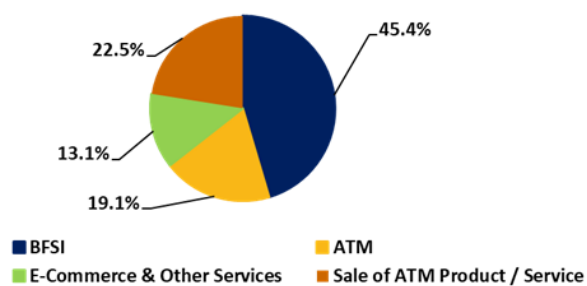
PROFIT BEFORE TAX & EXCEPTIONAL ITEM

In Rs Lakhs



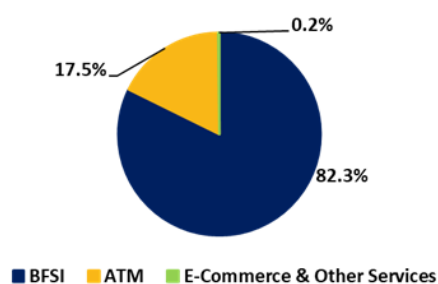
BUSINESS : Q3 FY2024-25 REVENUE & GROSS TRANSACTION VALUE CONTRIBUTION BREAK-UP

Revenue from Operations Break-up



Revenue from Operations : Rs. 67.9 Cr

Gross Transaction Value (GTV)



Total Gross Transaction Value : Rs. 13,699.8 Cr

Q3 FY2024-25: Quarterly Gross Transaction Value (GTV) crossed Rs. 13,699.8 Crores & Quarterly No. of Transactions crossed 3.2 Crores.

KEY HIGHLIGHTS: PERFORMANCE UPDATE

VAKRANGEE : PHYSICAL + DIGITAL ECO-SYSTEM

"GO TO MARKET PLATFORM" : BUILDING INDIA'S LARGEST LAST MILE DISTRIBUTION PLATFORM

PERFORMANCE UPDATE FOR Q3 FY2024-25

Our Presence	Total No. of Outlets	Presence in States/UTs	Presence in districts	Presence in Tier IV, V & VI
	22,395	32	597	~81%
Our Platform – Key KPIs	Total Transactions	Total GTV		No. of Master Franchisee (Districts Covered)
	~ 3.2 Cr	~ Rs. 13,699.8 Cr		535
ATM Service	No. of ATMs	Total Transactions	Total GTV	Presence in Tier IV, V & VI
	6,033	~ 85.8 Lakhs	~ Rs. 2,401.8 Cr	~77%
Banking Service	No. of Account opened	No. of Insurance / Pension Schemes sold	Total Transactions	Total GTV
	~ 2.8 Lakhs	~ 4.4 Lakhs	~ Rs. 2.2 Cr	~Rs. 11,272.2 Cr

Note: GTV – Gross Transaction Value

VISION 2023: GROWTH TARGETS



DETAILED EXPANSION PLAN									
Sr. No.	Particulars	As on March 31, 2023	As on March 31, 2024	FY2024-25 Est.	FY2025-26 Est.	FY2026-27 Est.	FY2027-28 Est.	FY2028-29 Est.	FY2029-30 Est.
Cumulative									
1	Master Franchisee (Exclusive District Level Business Partner)	158	437	764	764	764	764	764	764
2	Vakrangee Kendra Outlets (Exclusive Standardized Outlet) : Same Look & Feel	20,399	21,653	37,000	57,000	85,000	1,30,000	2,10,000	3,00,000
3	No. of White Label ATMs	6,324	6,487	9,000	11,000	13,000	15,000	15,000	15,000

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

About Vakrangee Limited

(BSE Code: 511431; NSE Code: VAKRANGEE)

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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