

VAKRANGEE LIMITED



PRESS RELEASE

VAKRANGEE Q3FY2019-20 FINANCIAL RESULTS

Revenue from Operations stood at ₹ 199.20 Crore, YoY growth of 105.80%

EBITDA stood at ₹ 29.89 Crore, YoY growth of 305.72%

PAT stood at ₹ 21.44 Crore, YoY growth of 477.99%

Total Comprehensive Income stood at ₹ 23.50 Crore, YoY growth of 1602.90%

**23,000+ Total No. of NextGen Outlets – 10,000+ operational outlets
& 13,000+ outlets under On-Boarding process**

MUMBAI, February 13, 2020: Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended December 31, 2019.

Key Performance Highlights – Q3FY2019-20

- Robust growth seen in Financials across all parameters due to clear focus on Store profitability and service activation across the network.
- Revenue from Operations increased by 105.80% YoY basis and 31.18% QoQ basis due to increase in number of operational outlets and maturity of existing outlets.
- PAT has increased by 477.99% YoY basis and 97.26% QoQ basis due to strong operating leverage as well as adjustment in perquisite expenses of the ESOP.
- Strong Operating metrics –
 - Vakrangee kendra network throughput has crossed ~US\$ 1 BILLION during Q3 FY2020, Currently at an Annualized Run Rate of ~US\$ 4 BILLION.
 - Achieved Operational Breakeven and benefits of strong operating leverage to continue as Number of stores increase as well as Maturity profile of the stores increases.

Key Financial Highlights for Q3FY2019-20 (Consolidated) – YoY basis

- Total Income stood at ₹ 218.67 crore in Q3FY2019-20 as against ₹ 118.66 crore for the corresponding quarter last year, registering a growth of 84.28%.
- Revenue from Operations stood at ₹ 199.20 crore in Q3FY2019-20 as against ₹ 96.79 crore for the corresponding quarter last year, registering a growth of 105.80%.
- EBIDTA stood at ₹ 29.89 crore in Q3FY2019-20 as against ₹ 7.37 crore for the corresponding quarter last year, registering a growth of 305.72%.
- PAT stood at ₹ 21.44 crore in Q3FY2019-20 as against ₹ 3.71 crore for the corresponding quarter last year, registering a growth of 477.99%.
- EPS (basic) for the face value of ₹ 1 stood at ₹ 0.20 in Q3FY2019-20 as against ₹ 0.04 in Q3FY2018-19, registering a growth of 400.00%.

Key Financial Highlights for Q3FY2019-20 (Consolidated) – QoQ basis

- Revenue from Operations stood at ₹ 199.20 crore in Q3FY2019-20 as against ₹ 151.85 crore for the preceding quarter current year, registering a growth of 31.18%.
- PAT stood at ₹ 21.44 crore in Q3FY2019-20 as against ₹ 10.87 crore for the preceding quarter current year, registering a growth of 97.26%.

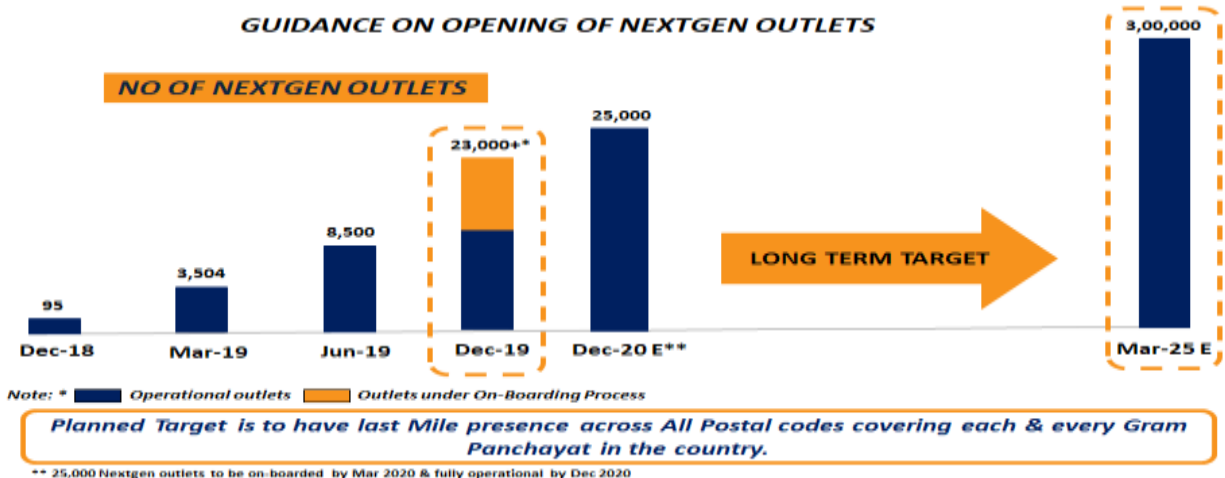
Performance Update

- 23,000+ Total No. of NextGen Outlets - 10,000+ operational outlets & 13,000+ outlets under On-Boarding process.
- ~₹ 75.5 Billion Quarterly Throughput on Vakrangee Platform – Transaction Value
- US\$ 4.3 Billion Annual Run Rate Throughput – Transaction Value - basis Current No. of Operational Outlets
- ~24.0 Million Quarterly No. of Transactions on Vakrangee Platform

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:Email: investor@vakrangee.in