

VKL/C&L/2024/067

October 29, 2024

To,

Department of Corporate Relationship BSE Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400001 Scrip Code: 511431	Corporate Relationship Department National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Symbol: VAKRANGEE
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Dear Sir/Madam,

Sub.: Press Release titled “ **REVENUE INCREASES BY 26.4%, PAT INCREASES BY 39.4%, CASH PROFIT INCREASES BY 10.9% ON YOY BASIS**”.

With reference to the captioned subject and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Press Release titled “REVENUE INCREASES BY 26.4%, PAT INCREASES BY 39.4%, CASH PROFIT INCREASES BY 10.9% ON YOY BASIS”.

This is for your information and record.

Thanking you

Yours faithfully,

For **Vakrangee Limited**

Amit Gadgil
Company Secretary and Compliance Officer
Mem: A49442

Encl: As above

REVENUE INCREASES BY 26.4%, PAT INCREASES BY 39.4%, CASH PROFIT INCREASES BY 10.9% ON YOY BASIS

- Quarterly Gross Transaction Value (GTV) crossed Rs. 12,816.9 Cr, Quarterly No. of Transactions crossed 3.23 Cr.
- The Company has successfully launched its own Private label and White label category of products in Apparel segment on Pilot basis.
- Four New Banking Partnerships added during the Quarter i.e Kotak Mahindra Bank, Central Bank of India, Prathama U.P Gramin Bank and Uttarakhand Gramin Bank.
- The Company has completed the acquisition of Vortex Engineering Private Limited and Vortex is now a subsidiary of the Company.

MUMBAI, October 29, 2024: Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended September 30, 2024.

KEY FINANCIAL HIGHLIGHTS FOR Q2 FY2024-25 (CONSOLIDATED) ON YOY BASIS

- Total Income stood at Rs. 6,606.9 Lakhs in Q2 FY2024-25, increased by 26.4% on YoY basis.
- PAT stood at Rs. 59.1 Lakhs in Q2 FY2024-25, increased by 39.4% on YoY basis.
- Cash Profit stood at Rs. 486.7 Lakhs in Q2 FY2024-25, increased by 10.9% on YoY basis.

RESULTS PERFORMANCE UPDATE:

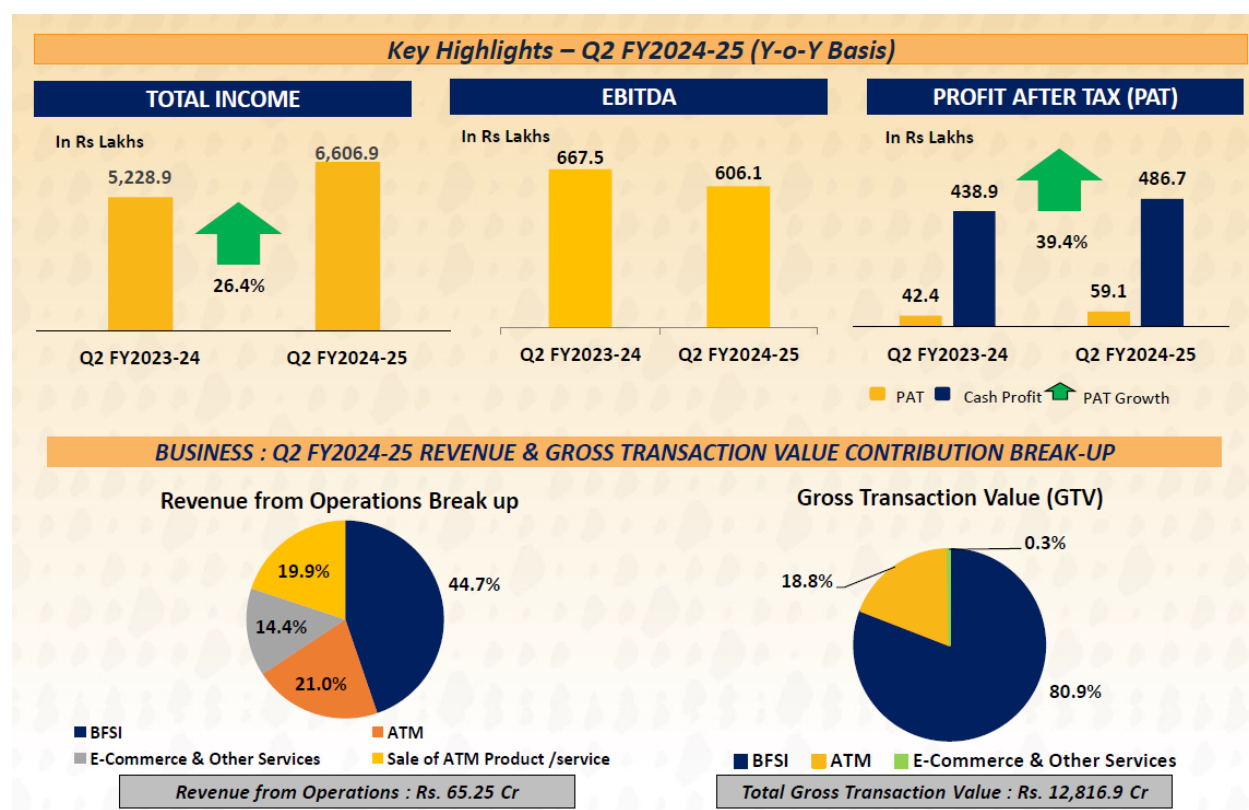
- Q2 FY2024-25 Results : Revenue increases by 26.4% on YoY basis, PAT increases by 39.4% on YoY basis, Cash Profit increase by 10.9% on YoY basis.
- Q2 FY2024-25 Qtrly Gross Transaction Value (GTV) crossed Rs. 12,816.9 Crores, Qtrly No. of Transactions crossed 3.23 Crores.
- Revenue and Profitability has improved on YoY basis, however reduced on QoQ basis primarily due to increase in Franchisee / Master Franchisee incentive schemes, increase in the Business Promotion and marketing spends during the current quarter as well as Loss in Subsidiary (Vortex) . Going forward, The growth in margins and profitability shall improve as we scale up our network, operating leverage kicks in and also the Vortex ATM manufacturing Business stabilizes and turns profitable.
- Already Appointed Master Franchisees in 532 Districts across 33 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 2025 and thereby we plan to aggressively expand our Kendra network through leveraging this MF network.**
- 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.
- The Company has launched its own Private label and White label category of products in Apparel segment on Pilot basis. The newly launched collection encompasses a wide range of apparel designed for men, focusing on trendy, comfortable, and affordable clothing 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.
- Four New Banking Partnerships added during the Quarter i.e Kotak Mahindra Bank, Central Bank of India, Prathama U.P Gramin Bank and Uttarakhand Gramin Bank
- 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.

KEY HIGHLIGHTS FOR Q2 FY2024-25:



KEY HIGHLIGHTS: PERFORMANCE UPDATE

VAKRANGEE : PHYSICAL + DIGITAL ECO-SYSTEM
"GO TO MARKET PLATFORM" : BUILDING INDIA'S LARGEST LAST MILE
DISTRIBUTION PLATFORM

PERFORMANCE UPDATE FOR Q2 FY2024-25

Our Presence →	Total No. of Outlets	Presence in States/UTs	Presence in districts	Presence in Tier IV, V & VI
	21,912	31	576	~83%
Our Platform – Key KPIs →	Total Transactions	Total GTV		No. of Master Franchisee (Districts Covered)
	~ 3.23 Cr	~ Rs. 12,816.9 Cr		532
ATM Service →	No. of ATMs	Total Transactions	Total GTV	Presence in Tier IV, V & VI
	6,021	~ 92.1 Lakhs	~ Rs. 2,409.1 Cr	~76%
Banking Service →	No. of Account opened	No. of Insurance / Pension Schemes sold	Total Transactions	Total GTV
	~ 4.5 Lakhs	~ 3.8 Lakhs	~ Rs. 2.3 Cr	~Rs. 10,367.3 Cr

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:

Email: investor@vakrangee.in