**Vakrangee Limited** Vakrangee House', Plot No. 66 Marol Co-op. Indl. Estate, Off. M. V. Road, Marol, Andheri (East), Mumbai 400059
W: www.vakrangee.in | L: +91 22 2850 3412 / +91 22 6776 5100
F: +91 22 2850 2017 | CIN : L65990MH1990LC055669

VL/DS/SE/2016-17/051

November 7, 2016

To,

| | |
|---|---|
| **Department of Corporate Relationship**<br>**BSE Ltd.**<br>Phiroze Jeejeebhoy Towers,<br>Dalal Street, Fort, Mumbai – 400001. | **Corporate Relationship Department**<br>**National Stock Exchange of India Ltd.**<br>Exchange Plaza, Bandra Kurla Complex,<br>Bandra (East), Mumbai – 400 051. |

Dear Sir,

**Sub: Press Release for "Vakrangee Financial Results for Quarter and Half Year Ended September 30, 2016 (Q2 & H1 FY2016-17)"**
**Ref: Vakrangee Limited – 511431/ VAKRANGEE**

With reference to the abovementioned subject and pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Press Release for **"Vakrangee Financial Results for Quarter and Half Year Ended September 30, 2016 (Q2 & H1 FY2016-17)"**

This is for your information and record.

Thanking You,

**For Vakrangee Limited**

**Darshi Shah**
**Company Secretary**
**(Mem. No.:A30508)**

Encl.:A./a.

# VAKRANGEE LIMITED

**MEDIA RELEASE** **Vakrangee Q2 FY2016-17 Financial Results**

## Net Sales stood at ₹959.07 Crore, YoY growth of 21.77%

## EBIDTA stood at ₹227.16 Crore, YoY growth of 10.24%

## PAT stood at ₹126.19 Crore, YoY growth of 31.30%

## Total Number of Vakrangee Kendra Outlets increased to 26,188 outlets. Well on Track to deliver and achieve on the Planned Expansion Plan

**MUMBAI, November 7, 2016:** Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended September 30, 2016, of the financial year 2016-17.

**Key Financial Highlights for Q2FY2016-17 (Consolidated)**

- Net Sales stood at ₹959.07 crore in Q2FY2016-17 as against ₹787.62 crore for the corresponding quarter last year, registering a growth of 21.77%
- **Total revenue from Vakrangee Kendra business segment stood at ₹595.77 Crore in Q2FY2016-17, registering a growth of 53.37%. The Percentage share of total revenue of Vakrangee Kendra business has now increased to 63.14%.**
- EBIDTA stood at ₹227.16 crore in Q2FY2016-17 as against ₹206.06 crore for the corresponding quarter last year, registering a growth of 10.24%
- PAT stood at ₹126.19 crore in Q2FY2016-17 as against ₹96.10 crore for the corresponding quarter last year, registering a growth of 31.30%
- PAT margin is 13.16% as against 12.20% for the corresponding quarter last year
- EPS (basic) for the face value of ₹1 stood at ₹2.38 in Q2FY2016-17 as against ₹1.86 in Q2FY2015-16

**Key Financial Highlights for H1FY2016-17 (Consolidated)**

- Net Sales stood at ₹1876.61 crore in H1FY2016-17 as against ₹1491.91 crore for the corresponding period last year, registering a growth of 25.79%
- EBIDTA stood at ₹448.63 crore in H1FY2016-17 as against ₹396.10 crore for the corresponding period last year, registering a growth of 13.26%
- PAT stood at ₹247.59 crore in H1FY2016-17 as against ₹182.81 crore for the corresponding period last year, registering a growth of 35.44%

**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 touch points to deliver real-time banking, insurance, e-governance, e-commerce and logistics services to the unserved rural, semi-urban and urban markets. These retail touch points are called as "Vakrangee Kendra" which act as the "One-stop shop" for availing various services and products. Vakrangee is currently operating more than 26,100 "Vakrangee Kendra" outlets across India. The company has plans to setup and manage a total of 75,000 "Vakrangee Kendra" outlets across India by 2020 and covering the presence in all Postal code of the country.

Vakrangee has been at the forefront in financial inclusion space in India. It has signed "Common BC" and "National BC" agreements with various public sector banks for offering real-time banking to unserved and underserved rurban population. Banking at "Vakrangee Kendra" outlets is a unique experience with disruptive technology like AEPS, e-KYC, inter-operability and real-time transactions.

In addition to banking "Vakrangee Kendra" outlets also provide insurance products, e-governance services and e-commerce products. The company has recently formed e-commerce alliance with Amazon India for offering a strong platform for buying/collecting/delivering large variety of products available on Amazon marketplace; the Company has also alliance with RedBus for offering bus ticketing services at Vakrangee Kendras through redBus.in and with Mahindra eMarket Limited, a subsidiary of M&M for promoting and booking automobile products using the last-mile distribution network of Vakrangee Kendra outlets.

The Company has corporate agency tie-up with Life Insurance Corporation of India (LIC), TATA AIG General Insurance Company, Reliance General Insurance Company Limited, HDFC Standard Life Insurance Company Limited, Bajaj Allianz Life Insurance Company Limited, CIGNA TTK Health Insurance Company Limited and Religare Health Insurance Company Limited to distribute Life, Non-Life and Health Insurance product. This alliance provides a strong potential to expand the e-commerce operations from "Vakrangee Kendra" outlets over comings years.

The Company has also alliance with Aramex India Private Limited and Delhivery Private Limited for courier and logistics services (Forward Delivery as well as Reverse Pick Up services).

Vakrangee moves towards its vision 2020 has strategic tie-up with Indian Oil Corporation Limited (IOCL), India's largest commercial enterprise and Vakrangee Kendra shall be set up in about 20000 plus IOC Retail Outlets (Filling/Gas Station) located PAN India.

The Company has been classified in the Specialty Retail industry by Bombay Stock Exchange (BSE) and is also included in the Group "A" category of BSE. The Company is also part of indices like BSE 200, BSE 500, NSE 200, NSE 500, Nifty Full Midcap 100, Nifty Free Float Midcap 100 and MSCI Global Small Cap index. Vakrangee is also certified with CMMI Maturity Level 3, ISO 9001:2008, ISO 20000-1:2011 and ISO 27001:2013.

**For further information, please contact:**

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