

February 06, 2024

To,

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

Sub.: Press Release titled "**REVENUE INCREASES BY 6.16%, PAT INCREASES BY 871.85% ON YOY BASIS, TO FORAY INTO SOURCING AND DISTRIBUTION OF PRIVATE LABEL AND WHITE LABEL PRODUCTS**"

Ref.: Scrip Code – 511431/VAKRANGEE

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 6.16%, PAT INCREASES BY 871.85% ON YOY BASIS, TO FORAY INTO SOURCING AND DISTRIBUTION OF PRIVATE LABEL AND WHITE LABEL PRODUCTS".

Thanking you,

Yours faithfully,

For **Vakrangee Limited**

Sachin Khandekar
Company Secretary
(Mem. No.: A50577)

Encl.: A/a

REVENUE INCREASES BY 6.16%, PAT INCREASES BY 871.85% ON YOY BASIS TO FORAY INTO SOURCING AND DISTRIBUTION OF PRIVATE LABEL AND WHITE LABEL PRODUCTS

- Quarterly Gross Transaction Value (GTV) crossed Rs. 13,446.88 Crores, Quarterly No. of Transactions crossed 3.26 Crores
- To launch our own Private label and White label category of products in Consumer and Retail segment
- To leverage our Vakrangee kendra Franchisee as well as Master Franchisee network for distribution of our own Private label branded E-Commerce consumer and retail products
- Company has completed the acquisition of 8.8% equity share capital of Vortex Engineering Private Limited from the International Finance Corporation (IFC) (“Seller”)
- Fund raising through Preferential Allotment (Convertible Warrants of upto 4,00,00,000 to Non-Promoter & upto 2,00,00,000 to Promoter Category)

MUMBAI, February 6, 2024: Vakrangee Limited (VL), announced its unaudited Financial Results for the quarter ended December 31, 2023.

KEY FINANCIAL HIGHLIGHTS FOR Q3 FY2023-24 (CONSOLIDATED) ON YOY BASIS

- Total Income stood at Rs. 5,212.94 Lakhs in Q3 FY2023-24, increased by 6.16% on YoY basis.
- EBITDA stood at Rs. 678.93 Lakhs in Q3 FY2023-24, increased by 37.24% on YoY basis.
- PAT stood at Rs. 124.30 Lakhs in Q3 FY2023-24, increased by 871.85% on YoY basis.

PERFORMANCE & GROWTH STRATEGY UPDATE:

➤ PERFORMANCE UPDATE:

○ Q3 FY2023-24 Results :

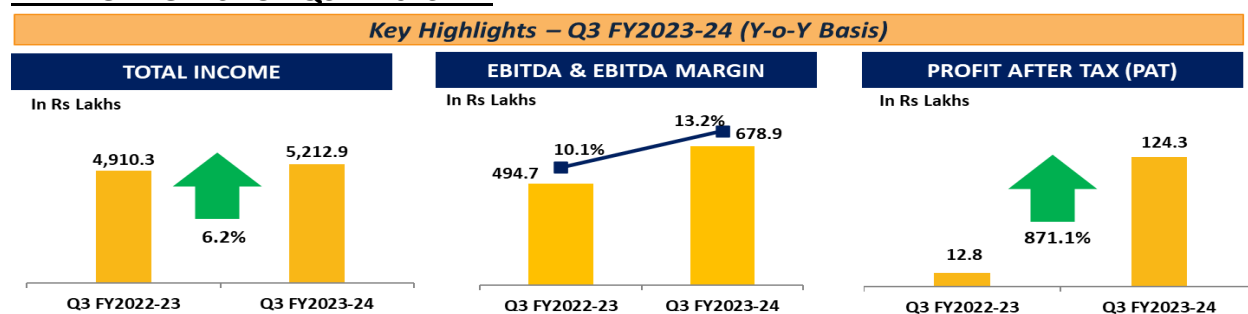
- Q3 FY2024: Revenue increases by 6.16% on YoY basis, PAT increases by 871.85% on YoY basis.
- Q3 FY2024: Quarterly Gross Transaction Value (GTV) crossed Rs. 13,446.9 Crores, Quarterly No. of Transactions crossed 3.3 Crores.

- Revenue and Profitability has improved on YoY as well as QoQ basis. The growth in margins and profitability shall continue as we scale up our network and operating leverage kicks in. Appointed Master Franchisees in 394 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.
- Our Current Focus has been on Expanding our Presence through Building Master Franchisee network & to Strengthen our First Mover Advantage, resulting in strong on-ground operational management as well as better growth scalability in future.
- 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.

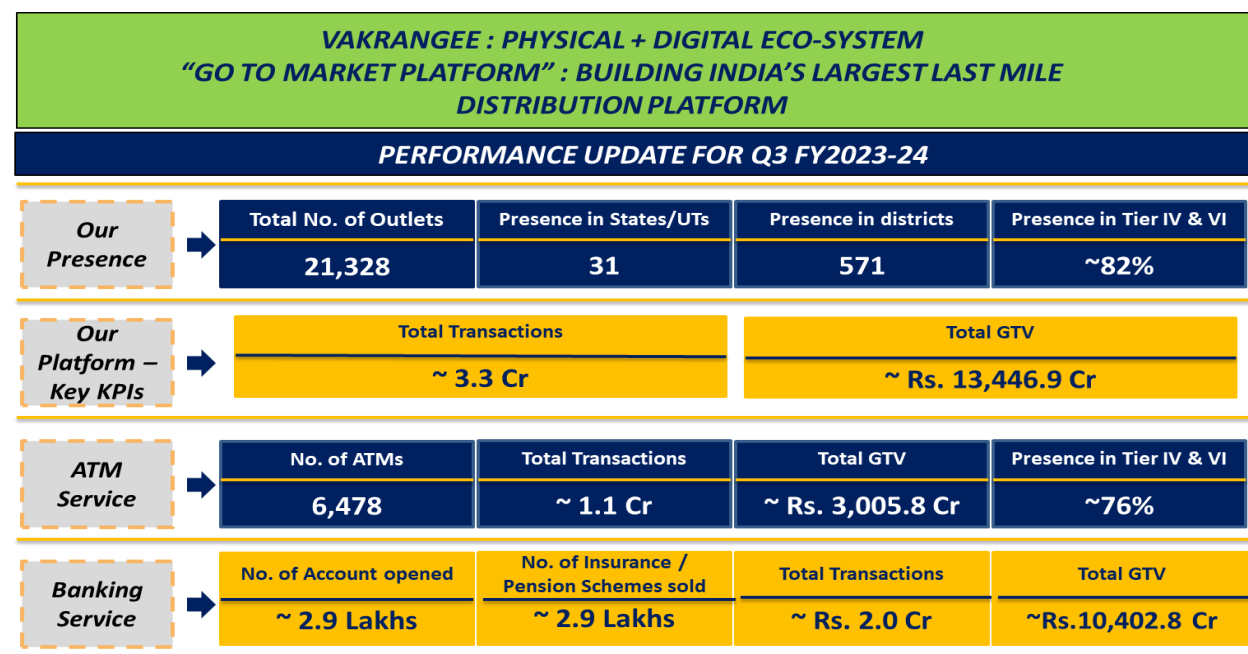
➤ **GROWTH STRATEGY UPDATE:**

- **Update on Business Strategy : Strategic Growth Initiatives**
 - **Update on Acquisition of Vortex Engineering Private Limited:**
 - Company has completed the acquisition of 8.8% equity share capital of Vortex Engineering Private Limited from the International Finance Corporation (IFC) (“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.
 - **Foray into Sourcing and Distribution of Private Label and White label Products:**
 - To launch our own Private label and White label category of products in Consumer and Retail segment.
 - To leverage our Vakrangee kendra Franchisee as well as Master Franchisee network for distribution of our own Private label branded E-Commerce consumer and retail products.
- **Update on Fund Raising through Preferential Allotment**
 - **Preferential Allotment of upto 4,00,00,000 Convertible Warrants to Non - Promoter Category.**
 - **Preferential Allotment of upto 2,00,00,000 Convertible Warrants to Promoter Category.**

KEY HIGHLIGHTS FOR Q3 FY2023-24:



KEY HIGHLIGHTS: PERFORMANCE UPDATE



Note: GTV – Gross Transaction Value

VISION 2023 : GROWTH TARGETS

