



Vedavaag Systems Limited

Corporate presentation
with Q2/FY 2021-22 results



Disclaimer

This presentation has been prepared by Vedavaag Systems Limited (the "Company") solely for your information and for your use and may not be taken away, distributed, reproduced, or redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organisation or firm) or published in whole or in part, for any purpose by recipients directly or indirectly to any other person. By accessing this presentation, you are agreeing to be bound by the trailing restrictions and to maintain absolute confidentiality regarding the information disclosed in these materials. The Company may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any persons of such change or changes. This presentation and its contents are confidential and may not be copied, published, reproduced or disseminated in any manner.

This presentation may contain certain forward-looking statements within the meaning of applicable securities law and regulations. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements because of various factors and assumptions which the Company believes to be reasonable considering its operating experience in recent years. Many factors could cause the actual results, performances, or achievements of the Company to be materially different from any future results, performances, or achievements. Significant factors that could make a difference to the Company's operations include domestic and international economic conditions, changes in government regulations, tax regime and other statutes. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company.

This presentation may contain certain supplemental measures of performance and liquidity that are not required by or presented in accordance with Indian GAAP, and should not be considered an alternative to profit, operating revenue or any other performance measures derived in accordance with Indian GAAP or an alternative to cash flow from operations as a measure of our liquidity. In no event shall the Company or its directors or management, be responsible to any person or entity for any loss or damage, whether direct, indirect, incidental, consequential or otherwise, arising out of access or use or dissemination of information contained in this presentation, including, but not limited to, loss of profits.

No representation, warranty, guarantee or undertaking (express or implied) is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein and, accordingly, none of the Company, its advisors and representative and any of its or their affiliates, officers, directors, employees or agents, and anyone acting on behalf of such persons accepts any responsibility or liability (in negligence or otherwise) whatsoever arising directly or indirectly from this presentation or its contents or otherwise arising in connection therewith. This presentation is for general information purposes only, without regard to any specific objectives, financial situations, or informational needs of any person.

Readers must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Any opinions expressed in this presentation are subject to change without notice and past performance is not indicative of future results. By attending this presentation, you acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company's business.

No person is authorised to give any information or to make any representation not contained in or inconsistent with this presentation. If given or made, such information or presentation must not be relied upon as having been authorised by any person. This presentation is not for publication or distribution or release in any country where such distribution may lead to a breach of any law or regulatory requirement. The information contained herein does not constitute or form part of an offer or solicitation of an offer to purchase or subscribe for securities for sale. No part of this presentation should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. The distribution of this presentation in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. By accessing this presentation, you represent that you are located outside the United States and are permissible under the laws of your jurisdiction to receive this presentation.

This presentation is not intended to be a prospectus, under applicable laws in India (including the Companies Act, 2013) or an offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended. This disclaimer clause and any claims arising out of the use of the information from this presentation shall be governed by the laws of India and only the courts in Mumbai, and no other courts, shall have jurisdiction over the same. By accessing this presentation, the reader accepts this.



Q2/2021-22

Financial Performance

₹ In Crore

Particulars	Q1/2021-22	Q2/2021-22	Q2/2020-21	H1/2021-22	H1/2020-21
Income from Operations	22.10	22.23	14.46	44.33	26.21
EBIDTA	4.17	4.26	4.18	8.43	6.63
PAT	2.24	2.48	1.51	4.72	2.84
Equity	22.92	22.92	22.92	22.92	22.92
Reserves & Surplus	94.54	96.99	82.50	96.99	82.5
Debt	4.15	4.15	4.95	4.15	4.95
Earnings per share (₹)	0.98	1.08	0.66	2.06	1.24

Income from Operations at ₹22.23 Crore was 54% higher than corresponding period in the previous year.

EBIDTA at ₹4.26 Crore - was steady growth rate.

PAT at ₹2.48 Crore increased by 64% compared to last year same quarter.



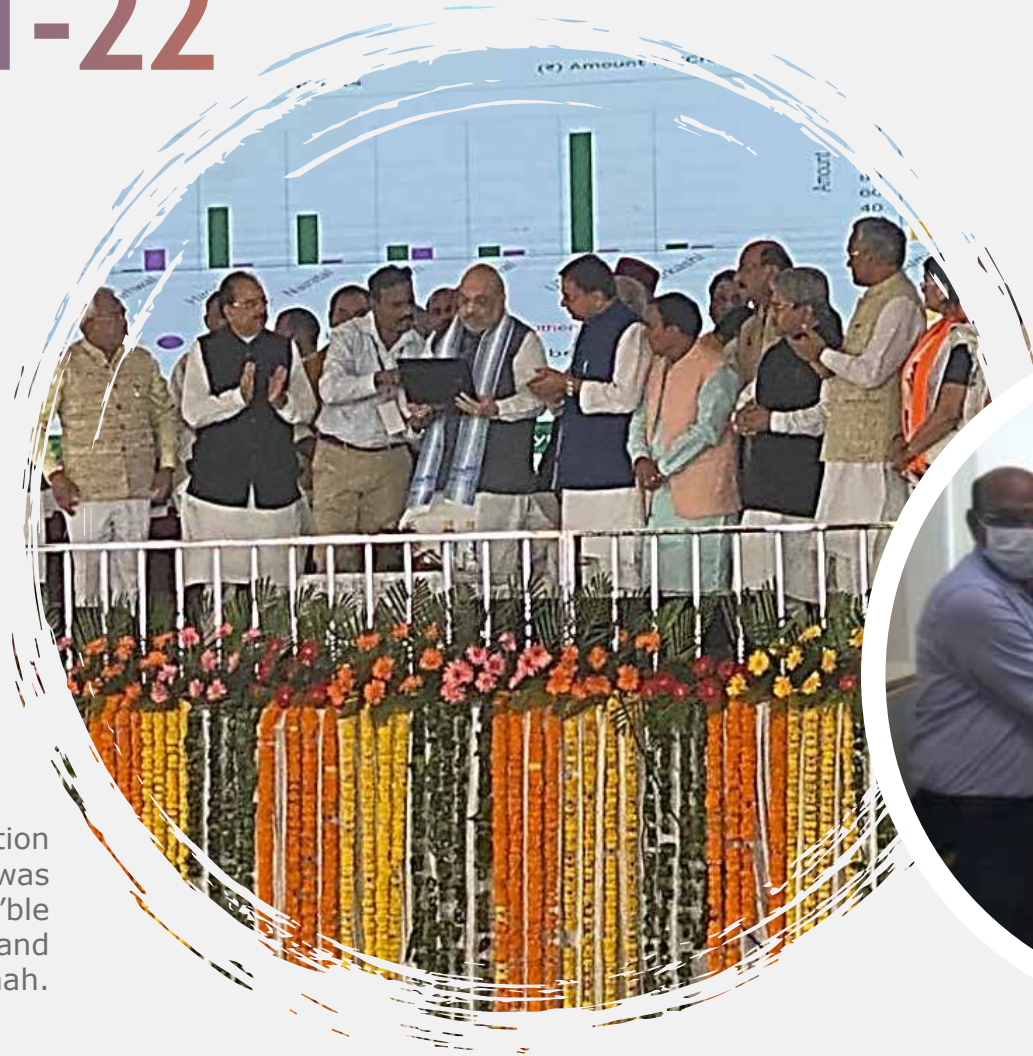
Q2/2021-22

Highlights

- Signed and executed the Corporate Business Correspondent agreement with Punjab National Bank.
- Added 150+ CSP's during the period under review.
- Shri Amit Shah, Hon'ble Union Minister for Home and Cooperation inaugurated the PACS computerisation project at Uttarakhand developed by Intellect Info and implemented by the VSL Data Systems (Wholly owned subsidiary of Vedavaag).
- Mr Jonnavittula Ananth Kumar S/o J Muralikrishna, MD joined as Director. Mr Ananth is a Masters in Robotics with 3 years experience US\$13.7bn Parker Hannifin Corporation and now pursuing PhD from Virginia Tech, USA.



Q2/2021-22



The PACS computerisation project at Uttarakhand was inaugurated by the Hon'ble Union Minister of Home and Cooperation, Shri Amit Shah.

Signed and executed the Corporate Business Correspondent agreement with Punjab National Bank.





Awards



Best BC Performance Award in SSS from Siwan RBO to VEDAVAAG SYSTEMS LTD



Best BC performance Awarded by DGM, SBI Zone 1 Bhubaneswar



PMSBY, PMJJBY first place CSP Rajendra Bobbili RBO



Rewarded by DFS for Best Performing BC 2019-20 (Shining Star Campaign FY 2019-2020)



FI Excellence Award Overall Performance 2019-2020





About us

Established in 1998, as an e-Governance company, Vedavaag is a niche player in Citizen Services Delivery that includes Financial Inclusion, Internet of Things (IOT), AI&ML and other e-Governance solutions, Retail & Logistics and Education services.

Headquartered in Hyderabad, Telangana, India, the Company has operations spread across Andhra Pradesh, Maharashtra, Bihar, Jharkhand, Uttar Pradesh, Delhi, Chandigarh, Haryana, Punjab, Rajasthan, and Tamil Nadu.

An ISO-certified enterprise, the Company is listed on the Bombay Stock Exchange (BSE 533056) since 2009.

73

Revenue in FY21
(₹ Crore)

255

Team size

137.44

Market Capitalisation
November 04, 2021 (₹ Crore)

Varishta

वरिष्ठ

Service Center

साहक केंद्र



Our Partners



भारतीय स्टेट बैंक
State Bank of India



बैंक ऑफ़ बड़ौदा
Bank of Baroda



सत्यमेव जयते



South Central Railway



With Us, You're Sure



LARSEN & TOUBRO



SBI General
INSURANCE



BSNL



उत्तराखण्ड राज्य



India Post



ITI LIMITED



Energy Efficiency
Service Limited



UIDAI



BHARAT ELECTRONICS



TATA CONSULTANCY SERVICES



Electronics Corporation
of India Limited



UTI Infrastructure
Technology And
Services Limited



पंजाब नैशणल बैंक
punjab national bank



Our business moat

Multi-sector presence

De-risks organisational prospects from an over-dependence on any specific business avenue.

Spaces that are high on the Government agenda

Strengthening its presence in sectors – financial inclusion & e-governance - which are on a very high-priority for the Government.

Organisation liquidity

The large and growing flagship business (Business Correspondent) provides adequate liquidity to grow other verticals and reduce debt.

Proven track record

Have delivered very large, challenging and complex e-governance projects for various Government agencies across states – positioning Vedavaag as a preferred partner.

Management bandwidth

Possesses an experienced and capable management team to spearhead the Group's growth aspirations.

Future focus

Entered new-age technology spaces (AI, ML & IOT) and incubating important verticals (rural-focused e-learning) which are expected to witness significant growth over the coming years.



Corporate & Business structure

Wholly owned Subsidiary
VSL Data Systems Pvt. Ltd.
FOCUS: PACS

Vedavaag Systems Ltd.
FOCUS: FINANCIAL INCLUSION, AI & ML, IOT & OTHER IT PROJECTS

Wholly owned Subsidiary
Vagdevi Sark Edutech Pvt. Ltd.
FOCUS: ONLINE EDUCATION

Wholly owned Subsidiary
Vedavaag Financial Services Pvt. Ltd.
FOCUS: FINANCIAL SERVICES

Wholly owned Subsidiary
Vedavaag Common Service Centers Pvt. Ltd.
FOCUS: RETAIL & LOGISTICS

Subsidiary
Vedavaag Kiya e-commerce Pvt. Ltd.
FOCUS: E-COMMERCE PLATFORM BUSINESS



Business vertical-1

Rural Financial Services

Flagship business vertical



Rural Financial Services

Business correspondent (BC)

Vedavaag is a National BC of **State Bank of India**, **Bank of Baroda** and **Punjab National Bank**.

H1/2021-22

18	2,757+	5,660 Crore	11.14 m	30 Lakh
Present States	CSPs	GTV for H1	Transactions for H1	Households served

FY/2020-21

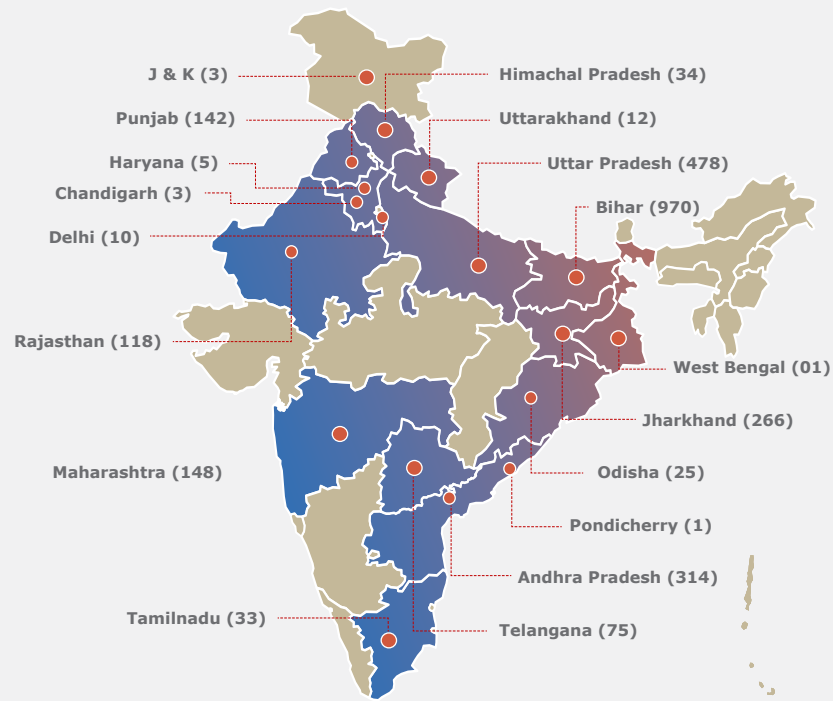
18	2,600+	9,714 Crore	24 m	29 Lakh
Present States	CSPs	GTV for FY	Transactions for FY	Households served



Rural Financial Services

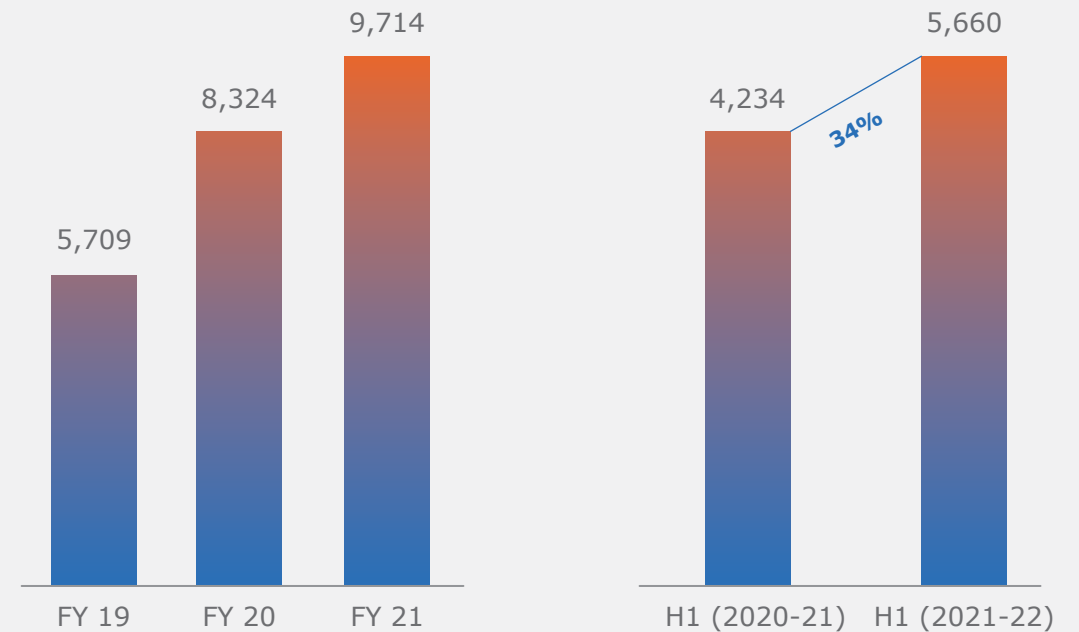
Business correspondent (BC)

Our pan-India presence



Business growth

Gross transaction value (₹ Crore)





Business Correspondent

New Development

Vedavaag signed and executed the Corporate Business Correspondent agreement with Punjab National Bank for implementation of Financial Inclusion for Punjab National Bank.

Vedavaag is targeting to roll out about 400 to 500 CSPs for PNB in the next two quarters for implementing the Financial Inclusion.

With this agreement, Vedavaag is now the Business Correspondent for all the three top PSU banks viz., SBI, BOB and PNB in the country, which have a vast banking network across the country.





Business Correspondent

Goal

Vedavaag's CSP network is targeted to reach about 3,500+ outlets by the end of the current fiscal year.



Business vertical -2

Intelligence & Machine Learning

(AI & ML)





Intelligence & Machine Learning

V-DAMS: Driver Activity Monitoring Solution

V-DAMS is an AI & ML based solution to assist in reducing road accidents.

In 2020, India recorded a total of 1.20 Lakh cases of "deaths due to negligence relating to road accidents. Government data indicates 328 people lost their lives every day, on an average. Also, about 1.30 Lakh people were hurt by rash or negligent driving on public way in 2020. (Source: The Mint)

Vedavaag, through its V-DAMS, is endeavouring to reduce these numbers.

Driver Activity Monitoring System (V-DAMS) captures and analyses first order biometrics of the driver such as gaze, head position, pupil diameter and other parameters.

Having done that, the device detects human errors and alerts the driver in real time to avoid accidents. V-DAMS is developed using Computer vision, Machine learning (ML), Artificial intelligence (AI) and Internet of Things (IoT).





Intelligence & Machine Learning

V-DAMS: Driver Activity Monitoring Solution

Features of V-DAMS

Drowsiness Detection | Activity Detection | Emotion Recognition |
Abnormal Activities | Road Rules Violations | Driver Identification |
Alert Generation | Driver Analytics.

V-DAMS comes in two variants

V-DAMS Basic

Standalone device fixed in the vehicle to alert the driver in real time.

V-DAMS Pro

Connected devices are fixed in the vehicle to alert the driver real time and facilitate monitoring from the Command Control Centre (CCC).





Intelligence & Machine Learning

Vedavaag is developing niche Artificial Intelligence and Machine Learning products addressing the needs of critical sectors such as healthcare, education, safety, and security.





Intelligence & Machine Learning

Patient Activity Monitoring System (PAMS)

Patient Activity Monitoring System (PAMS) is an AI and ML based cloud enabled software embedded device driven solution that helps in taking timely action in saving precious lives of the people.

The solution captures the patient activity such as physiological conditions, limbs movements, vital parameters data, analyses it and presents it to attending nurses/doctors - key contacts for faster and informed remedial action.

This also helps in remote monitoring, virtual rounding of wards without compromising on patient care, saving valuable time of doctors/specialists. Further, it assists in optimizing nursing administration costs.

Moreover, enabling data presentation over cloud, facilitates in getting a quick second opinion. It also enables the patient party to be updated about the patient's health rather than being anxious.





Intelligence & Machine Learning

Patient Activity Monitoring System (PAMS)

This is particularly relevant in India's context where a number of families are divided – the senior citizens are in India with their children having settled abroad. And this divide is increasing at a faster pace than ever before.

The challenge here is that children wish to provide personalized care of their parents but are unable to do so owing to the physical distance. This solution, breaks the physical distance and allows the children to provide attention to their elders virtually.





Business vertical -3

IoT & Cloud



Abhayam - An IoT+ Cloud based solution

For the safety of Women and Child.



Vedavaag is executing a ₹ 92 Crore (supply and installation ₹ 61 Crore and AMC for 5 years ₹ 31 Crore) under the Abhayam initiative launched by the Government of Andhra Pradesh. The project is envisaged as a first of its kind implementation under Nirbhaya Scheme initiated by Government of India.

The scope of the project includes supply, installation, and commissioning of 1,00,000 devices in public utility vehicles and connected over cloud to the Data Center to enable real time monitoring and rapid response in times of emergency.

The Abhayam Initiative

- It is a technology-driven initiative of Government of Andhra Pradesh to ensure safety of people (especially women and children) during their regular commuting.
- It promises to provide swift and efficient relief and rescue measures during accidents, emergency and casualty using latest technology such as IoT.





Abhayam - An IoT+ Cloud based solution

Vedavaag's comprehensive solution

- Install IoT device with in-built GNSS and GSM/GPRS in auto-rickshaws
- Provide a real-time location tracking and data communication solution
- Provide an integrated system that connect the IoT device, the user (mobile app), driver (web app), Transport Department and Police Department for swift and real-time communication
- Provide a Web-application for registration of vehicle and managing the IoT dashboard and back-end operations such as registration of driver, vehicle, trip etc.





VSL Data Systems

PACS - Grass Root automation

Vedavaag's subsidiary, **VSL Data Systems**, is an exclusive implementation partner of M/s Intellect Informatics Private Limited for deployment of its UNITE ERP for Primary Agricultural Credit Societies (PACS).

VSL Data Systems has successfully implemented an ambitious project of automating 1,500 PACS in the states of Telangana and Uttarakhand.

- The Telangana and Uttarakhand model of PACS computerisation provides a custom designed comprehensive ERP solution.
- The solution meets all the current business needs and scale up to meet its future business needs, governance and statutory (CAS & MIS prescribed by NABARD) requirements of PACS.





VSL Data Systems

What are PACS?

A Primary Agricultural Cooperative Society (PACS) is the smallest co-operative credit institution in India. It works at the grassroots level (gram panchayat and village). It is intended to promote thrift and mutual/self-help among the members; cater to their credit requirements and provide credit-linked services like input supply, storage (inventory maintenance) and marketing of agricultural produce (Public Distribution System) etc.

PACS are the base tier of the 3-tier Short Term Cooperative Credit Structure (STCCS) comprising District Cooperative Central Banks (DCCB) at the district level and State Cooperative Banks (SCB) at the Apex / State level. The structure is owned and run by about 13 crore farmers as members at PACS, about 80% of whom are small and marginal in nature.

There are close to 1,00,000 PACS operating in India, out of these about 1,500 societies are computerised – providing a huge growth opportunity.





VSL Data Systems

Accomplishing a milestone

Vedavaag, through its subsidiary VSL Data Systems, completed the computerization of all the PACS (Primary Agricultural Credit Society) of Uttarakhand on 30.10.2021.

Union Minister of Home Affairs and Minister of Cooperation, Shri Amit Shah launched Mukhyamantri Ghasiyari Kalyan Yojana and computerization of cooperative societies in Dehradun, Uttarakhand.

Many dignitaries including the Chief Minister of Uttarakhand, Shri Pushkar Singh Dhami and Union Minister Shri Ajay Bhatt were present on the occasion.

This complex computerization project provides direct linkage of PACS with district banks, district banks with state cooperative banks and state cooperative banks with NABARD and all schemes of NABARD for farmers to reach them directly through PACS. Very few states in the country have been able to accomplish this task so far.

Mr. Vijaya Kumar MD of VSL Data Systems explaining project features to Union Minister of Home Affairs and Minister of Cooperation, Shri Amit Shah.





VSL Data Systems

Grass Root automation drive

In one of the biggest initiatives towards institution building, NABARD is facilitating the process of bringing the co-operative sector onto a completely automated platform. It is expected to be a nation-wide transformation program across ~1,00,000 PACS.

The union cooperation ministry is working on a new central scheme to modernise and digitalise over 97,000 primary agriculture cooperative societies (PACs) spread across the country, with a budget outlay of around ₹2,000-3,000 Crore over the next five years. (Source: Mint, October 22, 2021)

Vedavaag, with its experience & expertise, could be a major beneficiary of this new opportunity.





New Services on the anvil

More...through the CSP pipeline

(under incubation)

- 1) Insurance
- 2) Retail
- 3) Logistics
- 4) Online Education

Insurance

Vedavaag is an IRDA certified Corporate Agency offering life and general insurance Services. The Company has tie up with SBI General Insurance & SBI Life Insurance.

Life Insurance: The Company offers multiple products such as endowment plans, term plans (individual & group), pension plans, savings plan, children protection & education plans, women wealth plans and others.



General Insurance: The Company's product basket includes motor insurance, health insurance and home insurance.



Insurance

Government thrust on insurance in rural India

India is predominantly rural with more than 65% of the population residing in rural areas. Most rural people are hardly aware of insurance as a concept, nor have they experienced the benefits of insurance.

The Insurance Regulatory and Development Authority of India (Irdai) has suggested setting up model insured villages across the country to increase insurance penetration in rural areas with special focus on agriculture and allied activities.

The concept is expected to be implemented in a minimum of 500 villages in different districts of the country in the first year and increased to a minimum of 1,000 villages in subsequent two years (*Source: The Mint*).



Veda₹etail

Assists rural citizens in their monthly purchases of kirana, household items and FMCG goods (TV, refrigerators, washing machines, air-conditioners, etc.) by providing them with a superior value proposition.

Our 3-step approach



Take customer requirement through a mobile application/ web-based portal.



Bulk purchases from wholesalers and farmers.



Customers' orders are packed and delivered at their home through the in-house logistics system.

VARIOR (Logistics)

VARIOR is an initiative to create a convenience for rural citizens to send documents, gifts, medicines and other utility items to friends, family and relatives within the district and across India.

Because, a regular courier service is not available in villages, the nearest service is usually available at the Block level. We are working on filling in this gap.

Our blueprint

- In the process of registering all our CSP points as Varior Courier Centres (VCC).
- Provide citizens the ease to hand over their parcel / consignment at their nearest VCC.
- VARIOR supplements our VEDAMART business for home delivery to citizens.



VedaEdutech

75% of India stays in rural, but they win only 25% of the IIT/NEET seats.

VedaEdutech has been conceived to provide an equal opportunity to rural India's students to make it through competitive examinations which will improve their, and their family's tomorrow.

With this goal, it has launched this online education services with a focus on rural India.

The faculty have qualified from premium IITs. They will impart training and sharpen the skills to crack IIT-JEE, NEET.

We enrol children between Class IX and XII

- IX & X (CBSE): IIT JEE Foundation + School syllabus
- XI & XII (CBSE): IIT-JEE + NEET + School Syllabus

VedaEdutech' promising proposition

AFFORDABLE
FEES

DAILY VIDEO
LINK

KNOWLEDGEABLE
AND TRAINED
FACULTY

CONCEPT
VIDEO
LECTURES

PRACTICE
TESTS WITH
SOLUTIONS

AWARDS FOR
GOOD
PERFORMANCE



VedaEdutech

A huge opportunity beckons

India, with more than 333 million 10-24-year-olds, has the world's largest youth population. Meeting their needs will be a considerable challenge.

But it is also the most significant opportunity India has for economic and social progress.





Key Financial Indicators

(Consolidated)

₹ In Crore

Particulars	2019-20	2020-21	2020-21		2021-22		
			Q2	H1	Q1	Q2	H1
Income from Operations	77.45	72.72	14.46	26.21	22.10	22.23	44.33
EBIDTA	14.21	15.48	4.18	6.63	4.17	4.26	8.43
PAT	6.25	7.00	1.51	2.84	2.24	2.48	4.72
Equity	22.93	22.93	22.92	22.92	22.92	22.92	22.92
Reserves & Surplus	86.72	92.32	82.50	82.50	94.54	96.99	96.99
Debt	5.04	4.15	4.95	4.95	4.15	4.15	4.15
Earning per share (₹)	2.72	3.05	0.66	1.24	0.98	1.08	2.06



Board of Directors

J. Muralikrishna

An MBA from Jamnalal Bajaj Institute of Management Institute of Studies, he has headed IT department at Indian Express, ITW Signode India Limited and Bakelite Hylam Limited.

Dr. Trivikrama Murthy Gundu

A doctorate in Physics, he was associated with many research organisations such as TIFR, ASA (USA), MIT (USA) and was the project head in ECIL, semi-conductor Complex Limited and served as Vice President in Crompton Greaves Limited.

Srinivas Pannala

A graduate from IIT, Kharagpur and a post-graduate diploma holder from IIM Bangalore, he has expertise in project management, strategic governance, benefits life cycle and stakeholder management, valuation of Intangible assets, running PMO and PMO Strategic Planning, execution, road map development and other core processes. He has rich technical expertise. He is a non-executive independent Director.

Pradeep Kumar N

A Mechanical Engineer with Post-graduation from NITIE, he has forty years of experience spanning industry and academics, in India and China. He has worked with various prestigious organisations like Godrej & Boyce, Nagarjuna Steels, Shriram Refrigeration, ITW Signode and Voltas. Since 2009, he has been teaching business management at Nanchang University and Zhejiang Gongshang University, China.



Board of Directors

Ramesh Sinha D

A post-graduate in Commerce from Mysore University. He has more than thirty years of work experience as a member on the Board of various government organisations like PACS, A.P, Chittoor District Cooperative Central Bank Ltd., Chittoor A.P, National Federation of State Cooperative Banks (NAFSCOB), NABCONS and MARKFED.

Mrs. Jonnavittula Sujatha

A Postgraduate in History and holds a Diploma in Classical Music, she is in the teaching profession.

Mr Jonnavittula Ananth Kumar

Mr. Ananth Jonnavittula is pursuing his PhD in Mechanical Engineering (Robotics) at Virginia Tech, USA. His current research focuses on leveraging Artificial Intelligence and Deep Learning techniques to develop algorithms that enable efficient collaboration between humans and robots.

Previously, he worked as a Robotics Engineer at US\$13.7 Billion fortune 250 company Parker Hannifin Corporation (www.parker.com) where he successfully introduced robots for automation.

Mr. Ananth Jonnavittula holds an MS degree in Robotics Engineering from Worcester Polytechnic Institute during which he worked on developing a legged wheelchair that can support the weight of a human body and holds a patent in technologies related to it. (<https://patents.google.com/patent/US10632626B2/en>)

Thank you

For further details:

Contact Info: investor@vedavaag.com