



Vedavaag Systems Limited

A corporate profile



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Q1/2021-22 - An update

Financial Performance

₹ In Crores

Particulars	Q1/FY 2021- 22	Q1/FY 2020-21
Income from Operations	22.10	11.75
EBIDTA	4.17	2.45
PAT	2.24	1.33
Equity	22.92	22.92
Reserves & Surplus	94.54	87.32
Debt	4.15	("-'
Earnings per share (₹)	\$"- ,	0.58

Income from Operations at ₹ 22.10cr was 88% higher than corresponding period in the previous year.

EBIDTA at ₹ 4.17cr - grew by 70% compared to same quarter last year

PAT at ₹ 2.24cr increased by 68% compared to last year same quarter.



Q1/2021-22 - An update

Key Business developments

- Signed the Agreement with Bank of Baroda on June 24, 2021. The Company plans to create 500 plus CSPs in the next 12 months.
- Added 56 CSPs of Bank of Baroda till August 7, 2021
- Launched AI&ML based product V-DAMS (Driver Activity Monitoring System).
- During the quarter company executed about 10% of ABHAYAM - Cloud based IoT Project



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) & 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

111.02

Market Capitalisation
August 06, 2021 (₹ crore)



Our Partners



भारतीय स्टेट बैंक
State Bank of India



बैंक ऑफ़ बड़ौदा
Bank of Baroda



South Central Railway





Awards



Best Performance Award for APY- 2017



Excellence Award for PMJJBY-PMSBY- 2019



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



Excellence Award for PMJJBY-PMSBY- 2019



FI Excellence Award Overall Performance 2019-2020





Corporate & Business structure

Vedavaag Systems Ltd.

FOCUS: FINANCIAL INCLUSION, AI & ML, IOT & OTHER IT PROJECTS

Wholly owned Subsidiary

VSL Data Systems Pvt. Ltd.

FOCUS: PACS

Wholly owned Subsidiary

Vedavaag Common Service Centers Pvt. Ltd.

FOCUS: RETAIL & LOGISTICS

Wholly owned Subsidiary

Vagdevi Sark Edutech Pvt. Ltd.

FOCUS: ONLINE EDUCATION



Business vertical-1

Rural Financial Services

Our flagship business



Rural Financial services

Business correspondent (BC)

We are a leading **National Business Correspondent** of **State Bank of India** and **Bank of Baroda**

FY 2020-21

18	2600+	₹ 9714 cr	24 Million	29 Lac
Present in states	CSPs#	GTV* per Annum	Transactions PA	Households served

Q1 FY2021-22

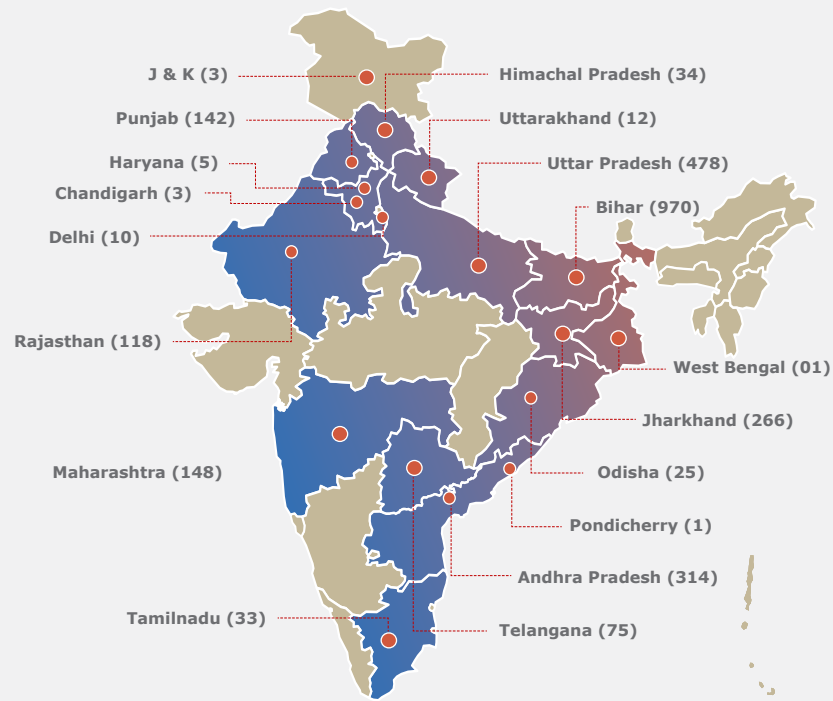
18	2688+	₹ 2713 cr	5.16 Million	30 Lac
Present in states	CSPs	GTV for Q1	Transactions for Q1	Households served

* Gross Transaction Value
Customer Service Points



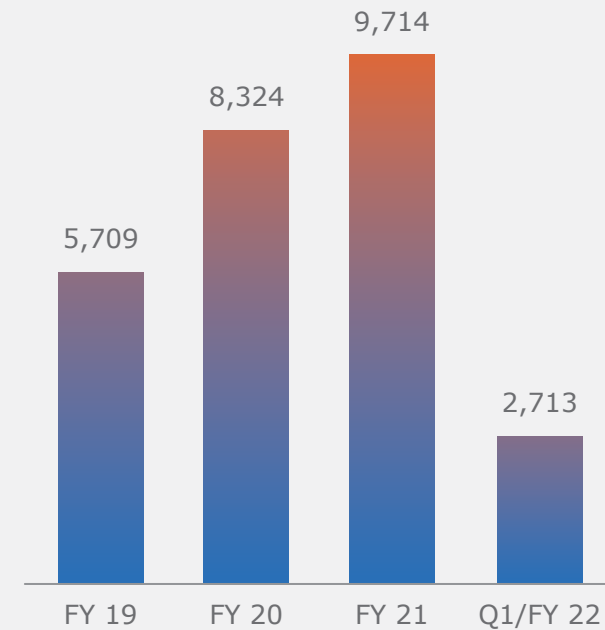
Rural Financial Services

Our Presence Pan India – Kiosks



Gross Transaction Value

(₹ crore)





Rural Financial services

Business correspondent (BC)

BC: right model & rapid growth

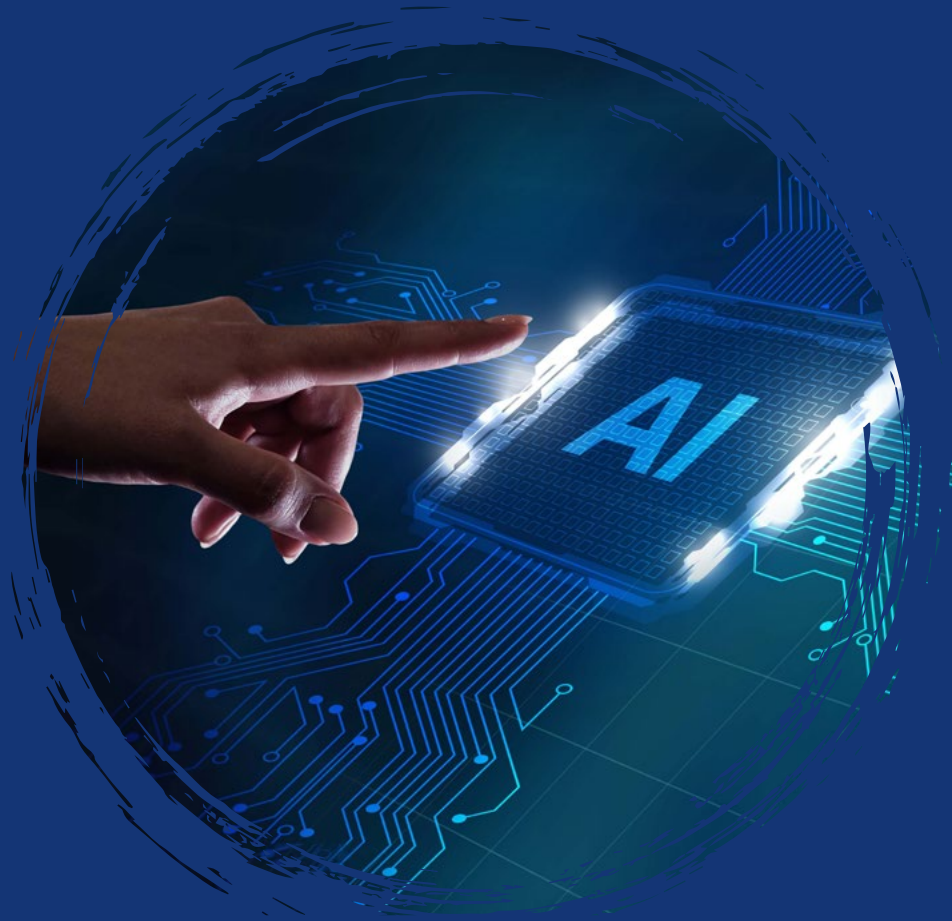
- Business Correspondents (BCs) are a cost-effective alternative to branch networks to reach the last mile.
- India has since then made considerable progress toward serving its unbanked and under-banked population through strengthening its BC networks.
- Most of these BC agents offer assisted transaction services that help the digitally excluded population connect with mainstream financial service providers.
- Currently, business correspondent (BC) agents account for over 87% of the total banking outlets in India.

(Source: 'The rise of new-age BCNMs' A Report by MicroSave Consulting)



BC: growing relevance & prospects

- India resides in its villages. As of 2019, there's a total of 664,369 villages. Less than 15% of villages have a brick-and-mortar bank branch.
- In January 2020, the Reserve Bank of India published the National Strategy for Financial Inclusion 2019-2024 in a bid to integrate the country's existing 190 million unbanked population into the financial mainstream. To achieve this objective, BC is identified as a cost effective and rapidly expandable alternative.



Business vertical -2

Artificial Intelligence & Machine Learning

(AI & ML)



Artificial Intelligence & Machine Learning

V-DAMS: Driver Activity Monitoring Solution

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

As per Government of India reports, road accidents took the lives of 1.5 lakh Indians and crippled 4.5 lakh more in 2019.

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).





Artificial 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).





Artificial 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.





Abhayam - An Internet-of-Things (IoT) 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 an 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 Internet-of-Things (IoT) 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 dash-board and back-end operations such as registration of driver, vehicle, trip etc.





Abhayam - An Internet-of-Things (IoT) solution

A Government-driven initiative

Women safety is a high priority for the Government

Technology-led solutions are a preferred option by the Government for the safety of women across the country. Important technology-based initiatives undertaken are:

- Emergency Response Support System provides a pan-India, single, internationally recognised number (112) based system for all emergencies, with computer-aided despatch of field resources to the location of distress.
- Using technology to aid smart policing and safety management, Safe City Projects have been sanctioned in first Phase in 8 cities (Ahmedabad, Bengaluru, Chennai, Delhi, Hyderabad, Kolkata, Lucknow and Mumbai).

The successful completion of the first project is expected to garner interest and traction among other states over the coming years.





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 computerization 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 100,000 PACS operating in India, out of these about 1,500 societies are computerised – providing a huge growth opportunity.





VSL Data Systems

Grass Root automation - the 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 Central Government made a budget allocation of ₹1,900 crore in 2017-18 towards computerisation of about 63,000 PACS within a 3-year timeframe.

Vedavaag, remains focused on this Industry segment.





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 Insurance Services. The company has tie up with SBI general insurance & SBI LIFE INSURANCE Life and General insurance services.

Life Insurance: We offer 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: Our offering includes motor insurance, health insurance and home insurance.





VedaRetail

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



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.

- A regular courier service is not available in villages.
- The nearest service is usually available at the Block level.
- We will be registering all our CSP points as Varior Courier Centres (VCC)
- Provide citizens the ease to hand over their parcel / consignment at then nearest VCC.
- VARIOR supplements our VEDAMART business for home delivery to citizens





VedaEdutech

VedaEdutech launched Online education services with a focus on Rural India. 75% of India stays in rural, but they win only 25% of the IIT/NEET seats.

All our faculty graduated from premium IITs.

We impart training and sharpen the skills to crack IIT-JEE, NEET.

We enroll 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

FACULTY -
IIT Qualified

CONCEPT
VIDEO
LECTURES

PRACTICE
TESTS WITH
SOLUTIONS

AWARDS FOR
GOOD
PERFORMANCE





Key Financial Indicators - Consolidated

₹ In Crores

Particulars	2018-19	2019-20	2020-21	Q1/FY2021-22	Q1/FY2020-21
Income from Operations	78.24	77.45	72.72	22.10	11.75
EBIDTA	17.40	14.21	15.48	4.17	2.45
PAT	9.99	6.25	7.00	2.24	1.33
Equity	22.93	22.93	22.93	22.92	22.92
Reserves & Surplus	82.76	86.72	92.32	94.54	87.32
Debt	-	5.04	4.15	4.15	4.92
Earning per share (₹)	4.36	2.72	3.05	0.98	0.58



Board of Directors

J. Muralikrishna

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

Dr. Trivikrama Murthy Gundu

A doctorate in Physics, he was associated with many research organizations 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 organizations 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.

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 organizations 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 Post Graduate in History and holds a Diploma in Classical Music, she is in the teaching profession.

Thank you

For further details:

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