

SCALING

Our TRANSFORMATION

2018-19 Annual Report

Launch of Nextgen
Vakrangee Kendra



Vakrangee
Kendra



Vakrangee
ATM

BANK LOGO

BC POINT



वक्रांगी केंद्र



We aim to reach
25,000 Nextgen Kendras
by FY2019 – 20

SCALING

Our TRANSFORMATION

Through the years, we have come a long way in delivering on our commitments. From very early in Vakrangee's life, we started with a big dream of creating the world's largest distribution network. Our ultimate goal has been to see that every Indian has the opportunity to benefit from financial inclusion and access to the global market place.

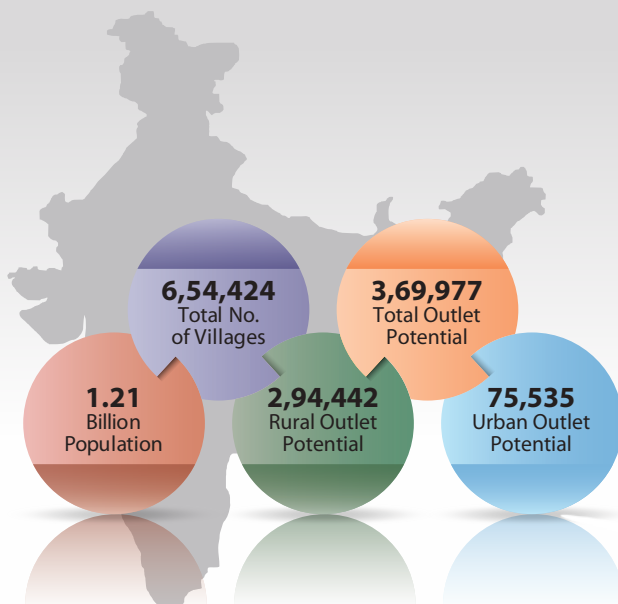
We imagined a store where one could walk in and access millions of products and thousands of services, and then leave completely satisfied. We believe that only the bold can strive for a dream so big. In our journey to achieve something that has never been done before, there were many learnings during this phase through which we were able to discover the strategies that worked and those that didn't. Now, with a highly evolved business model, we are confidently moving ahead towards having the largest franchise network in the world. With an asset light franchisee based model along with a robust debt-free balance sheet in place, we are strongly positioned to achieve our goals.

Today, with time, passion, energy and financial resources in place, we are now focusing on the execution of our strategic goals. During the last one year, we initiated our mission to transform our Kendras into the exclusive and standardised Next Gen format. These ahead-of-their-time outlets stand, not only for a modern and standardised look, but also showcase multiple unique features to make them future ready.

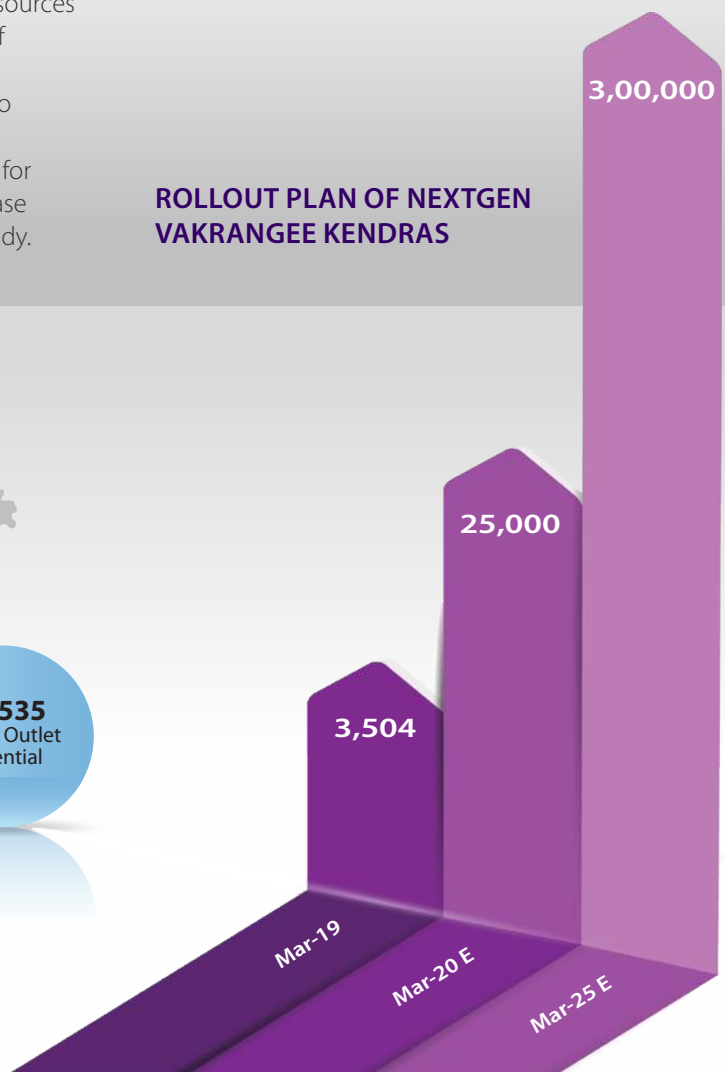
After the successful pilot phase of 3,504 Next Gen outlets, which are now fully operational, we believe that Vakrangee is ready to scale to new orbits of growth and achieve a planned target of 25,000 outlets by FY2020, and a further 3,00,000 NextGen Kendras by FY2025. We are working at breakneck speed, focusing on creating a network of immense value.

We maintain our long-term vision of becoming the most trusted physical and online convenience store across India. With a unique franchisee-driven business model developed over a period of time, we are confident in our mix of ingredients to achieve our vision while scaling our transformation.

ROLLOUT PLAN OF NEXTGEN VAKRANGEE KENDRAS



OVERALL MARKET POTENTIAL



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ANNUAL REPORT 2018-19

NOTE ON FORWARD LOOKING STATEMENTS

In this Annual Review we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This review and other statements – written and oral – that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.

Corporate Information

Board of Directors

Mr. Dinesh Nandwana

Executive Chairman

Mr. Anil Khanna

Managing Director & Group CEO

Dr. Nishikant Hayatnagarkar

Whole Time Director

Mr. Ramesh Joshi

Mr. Sunil Agarwal

Mr. B. L. Meena

Mr. Avinash Vyas

Mrs. Sujata Chattopadhyay

Mr. Ranbir Datt

Company Secretary & Compliance Officer

Mr. Mehul Raval

Statutory Auditor

M/s. A. P. Sanzgiri & Co.

Chartered Accountants, Mumbai

Bankers

HDFC Bank Limited

Axis Bank Limited

IndusInd Bank Limited

Union Bank of India

IDBI Bank Limited

Bank of Maharashtra

The Nainital Bank Limited

ICICI Bank Limited

Bank of India

Allahabad Bank

Purvanchal Bank

Baroda Uttar Pradesh Gramin Bank

Registrar

M/s. Bigshare Services Pvt. Ltd.

1st Floor, Bharat Tin Works Building,

Opp. Vasant Oasis,

Makwana Road, Marol,

Andheri (East),

Mumbai, Maharashtra - 400059

Telephone No. : 022- 62638200

Fax No. : 022- 62638299

Email : info@bigshareonline.com

Registered Office

Vakrangee Limited

Vakrangee Corporate House,

Plot No. 93, Road No. 16,

M.I.D.C. Marol,

Andheri (East),

Mumbai, Maharashtra - 400093

Telephone No. : 022-28503412 / 67765100

Fax No. : 022-28502017

Email : info@vakrangee.in

Website : www.vakrangee.in



At a Glance

AT VAKRANGEE, WE ARE TECHNOLOGY DRIVEN COMPANY, FOCUSED ON BUILDING INDIA'S LARGEST NETWORK OF LAST MILE RETAIL OUTLETS TO DELIVER OUR SERVICES TO THE UNSERVED AND UNDERSERVED RURAL, SEMI-URBAN AND URBAN MARKETS. WE OFFER A BROAD SPECTRUM OF SERVICES ACROSS DIFFERENT SECTORS BY PROVIDING BANKING, ATM, INSURANCE, FINANCIAL SERVICES, E-GOVERNANCE, E-COMMERCE, AND LOGISTICS SERVICES. OUR GOAL IS TO DEEPEN OUR PRESENCE IN INDIA AND ENHANCE OUR SERVICE PORTFOLIO TO CREATE A SEAMLESS CUSTOMER EXPERIENCE.

01

TIE-UP WITH STRONG PARTNERS

- Portfolio of key licenses and partnership empanelment built over last 25 years
- Have built a strong bouquet of products and services

02

TECHNOLOGY AND INTEGRATION EXPERTISE

- Over two decades of System Integration Capabilities
- Interoperable banking – Integration with the Core Banking servers of Banks
- Pioneer in Aadhaar-based biometric enabled banking

03

ON-GROUND FIELD PRESENCE TILL BLOCK LEVEL

- Field Level Hierarchy till the Block level – More than 1,250 District and Block Area Managers
- Continuous Handholding and support to Franchisee to maintain smooth Operations and drive sales

04

SIZE AND SCALE WITH STRONG FRANCHISEE MODEL

- Robust store Economics leading to strong growth in stores
- Scale leading to emerge as a Partner of choice

05

OUR PROJECT EXECUTION CAPABILITIES

- Last mile infrastructure and grass-root level footprint to deliver projects
- Experience of on-ground complexities in Rurban regions
- Seamless real time connectivity and back-end integration with banks CBS and e-Commerce.

One of the
Largest
Franchisee Networks

Debt Free
Balance Sheet

Total Income
₹ 15,882
million

3,504
No. of Next Gen Vakrangee
Kendras as on 31st March 2019

19 States
Our Presence in India

EBITDA
₹ 583
million

2,186
Postal Codes

366
No. of Districts we
are present in

PAT
₹ 252
million

25,000
No. of Next Gen Vakrangee
Kendras to be set up
by FY2020

68%
Our Presence in Tier V
and Tier VI cities

1,974
No. of Employees
as of 10th May 2019

Our Vision

Vakrangee aims to be the most trustworthy Physical as well as Online Convenience Store across India. We will keep expanding this network, until we are in close proximity to the last excluded person within the country.

Our Mission

Vakrangee intends to become India's No. 1 retailer by offering innovative ideas and proven modern technologies for facilitating universal financial, digital and social inclusion.

Our Brand Promise

Vakrangee aims to be the most trustworthy local convenience store across India. we promise to give every Indian, their rightful access to a wide range of modern-day products and services, which are fairly priced and of high quality. We also aim to be present within a short traveling distance of every Indian and will continue to keep expanding our network until we are close to the last excluded person within the country.

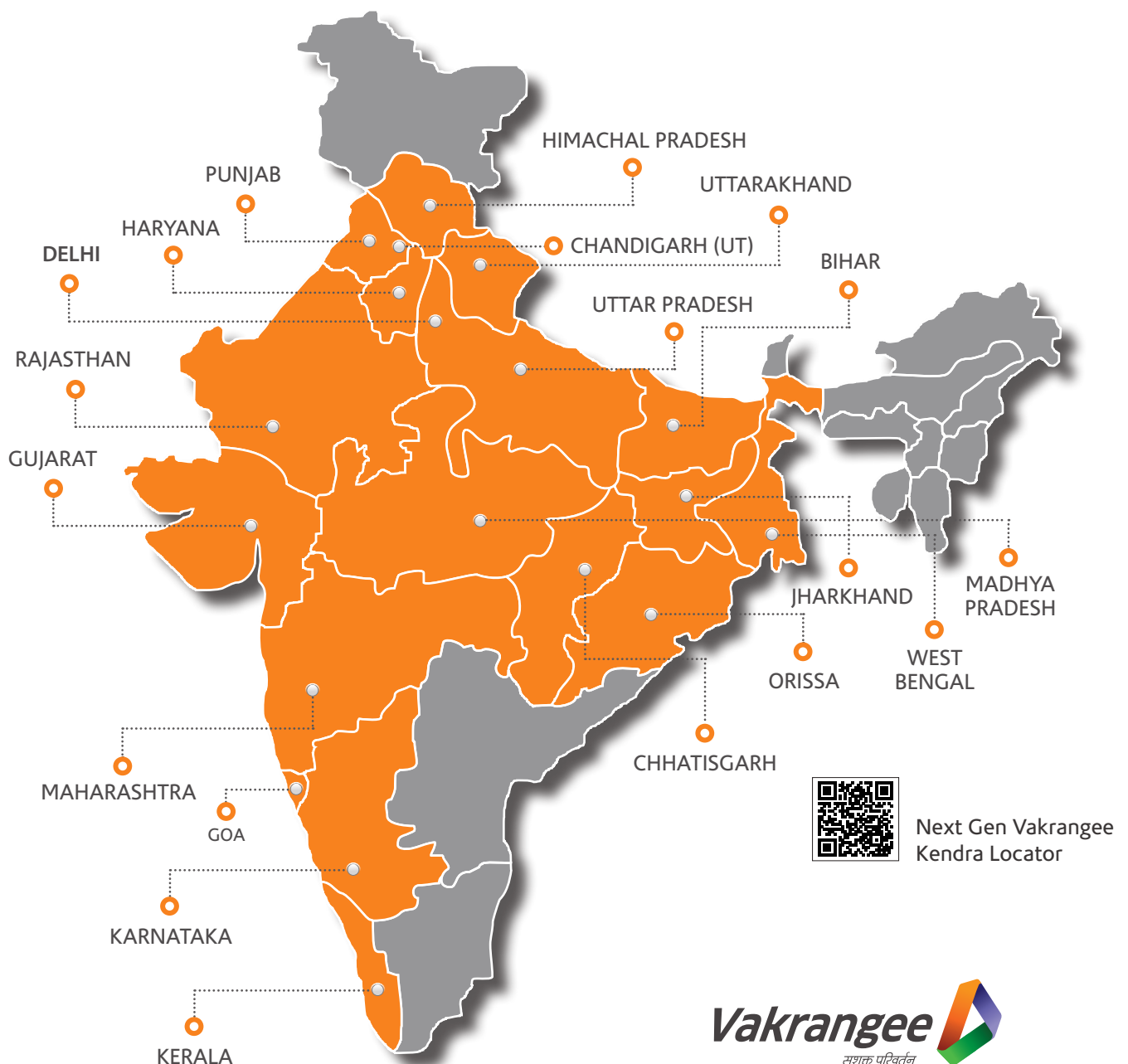
Our Presence

19

States

3,504

Next Gen Outlets
as on 31st March 2019



Our Brand Principles

AT VAKRANGEE, WE ENDEAVOUR TO INCULCATE OUR BRAND PRINCIPLES INTO EVERY ASPECT OF YOUR BUSINESS OPERATIONS.

01**TRUST**

The value that binds all our stakeholders – Government, Banks, Partners, Businesses and Franchisees.

02**PERSEVERANCE**

The attitude we have to accomplish the unprecedented feat of creating the world's largest retail network, even in the most remote and inhospitable areas without electricity and connectivity.

03**UNYIELDING RIGOR**

The way we train our people and set high standards of quality in our systems and processes is the backbone of our success. We take ordinary individuals and train them with skill sets that help them yield remarkable results.

04**ENTREPRENEURIAL**

An entrepreneurial spirit in our approach to business - both in our employees and our franchisees - our key business partners.

05**PRUDENT**

Our basic approach to scalability, security, confidentiality, planning, risk management and value creation.