



Vaibhav Global Limited Q4 & FY21 Financial Results

Robust performance drives Revenue, EBITDA, & PAT performance resulting in sustained improvement in superior returns - ROE at 32%; ROCE at 61%

Recommended final dividend- Rs. 1.50 per share (face value Rs 2 per share)

Jaipur, May 13, 2021: Vaibhav Global Limited (VGL), a vertically integrated E-retailer of fashion jewellery, accessories and lifestyle products, announced its financial results for the quarter and year ended March 31, 2021.

Financial Performance Highlights:

Q4 FY21 performance overview compared with Q4 FY20

- Revenue from operations enhanced by 33.7% Y-o-Y to Rs. 666 crore
 - Retail Revenues grew robustly by 33.2% Y-o-Y to Rs. 659 crore
- EBITDA grew by a strong 41.3% to Rs. 85 crore Y-o-Y; Margins at 12.8% improved 70 bps
- PAT increased by 41.4 % Y-o-Y to Rs. 56 crore; Margins at 8.4% improved 40 bps
- Basic EPS increased to Rs. 17.29 per share from Rs. 12.25 per share

FY21 performance overview compared with FY20

- Revenue from operations enhanced by 27.9% Y-o-Y to Rs 2,540 crore
 - Retail Revenues grew robustly by 31.1% Y-o-Y to Rs. 2,515 crore
 - Digital acceleration continues with Web revenue now at 36% of total revenue.
- EBITDA grew by a strong 40.4% Y-o-Y to Rs. 388 crore; Margins at 15.3% improved 140 bps
- PAT increased by 43.0% Y-o-Y to Rs. 272 crore; Margins at 10.7% improved 110 bps
- Basic EPS increased to Rs. 83.86 per share as compared to Rs. 58.65 per share
- Further improvement in return ratios on TTM basis with ROE & ROCE expanding to 32% & 61% respectively
- FY21 Free Cash Flows enhanced to Rs. 268 crore
- Rs. 81 crore dividend for the year (including final dividend recommended)



Key Developments in FY21:

- Significant Y-o-Y jump of 38% in Unique Customers (TTM basis) to 5,01,169
- Recommended final dividend of Rs 1.50 per share (face value Rs 2 each), interim dividends of Rs. 17.50/- per share (face value Rs 10 each) paid in FY 21
- Shop TJC launches exclusive TV channel in the UK called TJC Beauty
- Provided 51 million meals since the inception of the One for One program now known as “Your Purchase Feeds”
- GPTW certification across the globe (US, UK, China & India)
- 3.23 MW solar power capacity in India - Capacity addition of 2.85 MW undertaken in FY21. 100% of power required for Jaipur plant in FY22 to be solar.
- In FY21, ~30% of electricity requirement at India facilities have been met through solar
- Rainwater harvesting – 52 lakh ltr of across 95,000 sq. ft
- Installation of ozonator water treatment plant and wet scrubbers to efficiently manage waste
- 100% conversion of bio-degradable waste into manure
- Effluence Treatment Plant and Sewage Treatment Plant recycle 43 KL per day, equivalent to ~15,000 KL pa
- Launched TJC Plus in UK.
- Shop LC expanded on Amazon, eBay and Walmart in Canada
- Conferred ‘Best Governed Company’ at the 20th edition of the ICSI National Awards for excellence in Corporate Governance
- Manufacturing unit at SEZ, Jaipur, received LEED Platinum certification

Commenting on the performance for FY21 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited said,

The last financial year has been a period of unprecedented challenges. Globally, people have been confined to their homes, mobility severely restricted, increasing their propensity to look for new and innovative shopping experiences. While many established businesses and markets have seen significant disruption, VGL with its unique vertically integrated operations has firmly seized the opportunity and delivered consistent outperformance.

An agile business model and close alignment with customers’ needs, backed by omni-channel presence, has driven the business in our core consumer markets. We are confident of continuing the momentum in the current year as well as we sharpen further our front-end presence as well as our supply chain framework. Moreover, economic activity in our key markets of USA and UK is seeing a return to normalcy, which should drive demand further.

*Underlying these successes are positive metrics on our 4R’s framework – with marked improvements on widening **Reach**, growing new customer **Registrations**, improving customer **Retention** and increasing*



Repeat purchases. *At the same time, we have continued to pursue our triple bottom line objectives and I am glad to share that we have now provided meals to over 50 million children across India, USA and UK under our flagship “Your Purchase Feeds” program. Also, our deep commitment and engagement with our employees has resulted in continued recognition in the Great Places to Work lists across India, China and UK. On the corporate front, we have catapulted to the 65th rank in Fortune India’s Next 500 list 2021 from the 132nd rank in FY20. Going forward, we look forward to building on these achievements, moving from strength to strength to continue to provide joy to all our stakeholders.”*

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About Vaibhav Global Limited

Vaibhav Global Limited (VGL) is listed on stock exchanges in India (BSE: 532156, NSE: VAIBHAVGBL, ISIN - INE884A01019). VGL is an omni-channel E-retailer of fashion jewellery, accessories, and lifestyle products in developed markets with direct access to ~104 million households (FTE) through its TV home shopping networks – Shop LC in US and Shop TJC in UK. VGL’s TV channels reach customers directly 24x7 on all the major cable, satellite and DTH platforms – Dish TV, DirecTV, Comcast, Verizon Fios, Spectrum, AT&T, Sky, Virgin, Freeview, Freesat etc. The Company’s ecommerce websites www.shoplc.com in the US and www.tjc.co.uk in the UK complement TV coverage and diversify customer engagement. VGL ranks 65th in Fortune India's Next 500 list 2021. The Company is committed to ‘Delivering Joy’ to all the stakeholders. Through its flagship One for One Program where a meal is provided for every piece sold at the retail channels, the Company has provided over 51 million meals in US, UK, and India since program inception.

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