



Vaibhav Global Limited

Q1 FY22 Financial Results

Consistent performance drives Revenue, EBITDA and PAT

Declared interim dividend – Rs. 1.5 per share (Face Value Rs. 2 per share)

Jaipur, July 29, 2021: Vaibhav Global Limited (VGL), a vertically integrated E-retailer of fashion jewellery, accessories and lifestyle products, announced its financial results for the quarter ended June 30, 2021.

Financial Performance Highlights:

Q1 FY22 performance overview compared with Q1 FY21

- Revenue from operations enhanced by 23.9% Y-o-Y to Rs. 682 crore
 - Retail Revenues grew robustly by 22.8% Y-o-Y to Rs. 669 crore
- EBITDA grew by a strong 26.2% Y-o-Y to Rs. 98 crore; Margins improved by 30 bps Y-o-Y to 14.4% (excluding loss in new Germany unit: EBITDA grew by 34.2% Y-o-Y, margins improved 120 bps Y-o-Y to 15.3%)
- PAT increased by 86.6% to Rs. 99 crore Y-o-Y; (excluding loss in new Germany unit & exceptional item: PAT increased by 36.2%, margin improved 100 bps to 10.6%)
- Basic EPS increased to Rs. 6.07 per share from Rs. 3.27 per share (excluding Germany & exceptional item: EPS increased to Rs. 4.43 per share)
- Strong return ratios (TTM basis) – ROE at 31% & ROCE at 60%
- Declared interim dividend of Rs 1.5 per share (face value Rs. 2 each)

Key Developments in Q1 FY22:

- Unique Customers increased 11% Y-o-Y (TTM basis) to 4,72,278
- Digital contribution at 36% of retail revenue
- Continued investments in IT capabilities, notable being website upgradation, mobile app 2.0 and warehouse automation
- Donated an Oxygen plant to Santokba Durlabhji Memorial Hospital in Jaipur, Rajasthan.
- Distributed 117 Oxygen concentrators, 36 BIPAP & 4 ventilators
- Provided 55 million meals since the inception of the one for one meal program 'Your Purchase Feeds'



- 100% power requirement at manufacturing units in Jaipur (India) will be met through 3.23 mw solar power capacity
- 13,000 saplings planted for developing a Miyawaki forest; expected to sequester ~420 tons of carbon per year.

Commenting on the performance for Q1 FY22 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited said,

We are pleased to start the year on a strong note with robust performance in Q1. Retail revenues improved by 22.8% and EBITDA increased by 26.2% YoY. This growth came on the back of deep value proposition, expanding product portfolio, and growing presence on various sales platforms in our core markets of US and UK. We generated Rs. 68 crore of operating cash flows and reported strong ROCE of 60%. I am excited to share that the first quarter marked our foray into the Germany market. We will operate with a similar value proposition and cater to a similar customer profile as the US and UK. The plan is to fully operationalize the Germany business on TV, Web, Marketplaces, Social and OTT during the year.

The 4Rs framework comprising of Reach, Registrations, Retention and Repeat purchases, forms the basis for driving operating performance. Vertically integrated model and a ~30 countries strong supply chain network is the backbone of our business. And technology is the catalyst. Most importantly, our highly motivated teams, make it all come together to truly deliver joy to customers. Also, these are areas where we have been investing judiciously for long term growth.

We stepped into the year with renewed commitment to all stakeholders. Towards afforestation, 13,000 saplings were planted for developing a Miyawaki forest. Under our flagship CSR initiative 'Your Purchase Feeds...' we have now provided 55 million meals to school going children. The program offers more than just a meal, it also helps feed hearts, minds, and futures of children. At VGL, we are inspired by the idea of Humanocracy and are implementing some of these principles across the organization. For shareholders, we continue with quarterly pay-outs. An interim dividend of Rs. 1.5 per share (face value Rs. 2 per share) has been declared by the Board.

We believe, VGL is at an important point in its journey of becoming a global leader in electronic retailing of fashion jewellery and lifestyle products. We are excited by the opportunities that lie ahead and are confident that we have right strategy to drive sustainable growth and create value for all 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 - INE884A01027). VGL is an omni-channel E-retailer of fashion jewellery, accessories, and lifestyle products in developed markets with direct access to ~102.5 million households (FTE) through its TV home shopping networks – Shop LC in US and Shop TJC in UK. 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. Very recently, the Company established retail presence in the Germany market under the brand name Shop LC. 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, now 'Your Purchase Feeds...', where a meal is provided for every piece sold at the retail channels, the Company has provided over 55 million meals in US, UK, and India since program inception.

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