



Vaibhav Global Limited

Q1 FY23 Financial Results

Committed: Investing & Creating Growth Enablers

Declared interim dividend of Rs. 1.50 per equity share

Jaipur, August 02, 2022: Vaibhav Global Limited (VGL), a global E-tailer of Fashion Jewellery, Apparels, Lifestyle Products and Accessories on TV and Digital Platforms, announced its financial results for the quarter ended June 30, 2022.

Financial Performance Highlights:

Q1 FY23 performance overview

- Revenue:
 - Q1 FY23: Rs. 628 crore vs Rs. 682 crore YoY. Robust growth of 43% over pre-Covid period of Q1 FY20
 - Current Q1 growth looks subdued because of higher base
 - 3 years compounded annual growth of 13%
- Digital Revenue Mix: 36% of B2C revenue
- Industry leading Gross Margins at 62% owing to better product mix
- EBITDA margin at 7.0% (excluding Germany 9.1%). Attributed to:
 - Investments into new Germany unit
 - Conscious investment on digital & broadcasting network
 - Increased digital marketing
- PAT for the quarter is Rs. 20 crore as against Rs. 66 crore last year (adjusted for exceptional items). Adjusted for loss in Germany, PAT for the quarter Rs. 33 crore vs Rs. 72 crore YoY
- ROCE at 22% and ROE at 14% (on TTM basis)
Return ratios implies effect of conscious business investments on affiliates, digital marketing, and Germany's impact
- Declared an interim dividend of Rs 1.50 per share (face value Rs 2 each)

Key Recent Developments:

- **Unique Customers** (TTM basis): **4,96,879**
Higher by 5% and 17% vs June-21 and June-20 respectively
- **New registrations** (TTM basis): **3.2 lakhs**
8% higher YoY and 34% up against Q1 FY21
- **New customer acquisition** (TTM basis): **2.6 lakhs**
Higher by 12% YoY and 27% up over Q1 FY21
- **Digital strengthening:** 58% of new customers acquired digitally
- **Germany:** Shop LC GmbH marked its foray **into OTA (Over-the-Air)** platforms through 'Freenet TV'



- **Shop TJC (UK):** Impact of Freeview channel upgradation to slot #22
The rate of new TV customers stands at +24%, a delta of 41% over Feb-2022
- **'Your Purchase Feeds...'**: 67 million meals donated since inception
- **Shop LC (US):** Received LEED Gold certification for 2 buildings

Commenting on the performance for Q1 FY23 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited said,

During the quarter gone by, we continued building future growth levers amidst broader macro challenges. While the quarter looks softer because of a very high base, our 3 years compounded annual growth stands at 13% with a robust growth of 43% over Q1 FY20.

We are happy to continuously gain market share in the challenging macro environment and perceive that the robustness of our business model will continue to drive forward our growth ambitions.

Our outlook for the year and mid-term remains intact and we expect to deliver mid-single digit growth in this fiscal year and mid-teens revenue growth in subsequent periods.

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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-tailer of fashion jewellery, accessories, and lifestyle products in developed markets with direct access to ~127 million households (FTE) through its TV home shopping networks – Shop LC in US, Shop TJC in UK and Shop LC in Germany. The Company's ecommerce websites www.shoplc.com in the US, www.tjc.co.uk in the UK and www.shoplc.de in Germany, complement TV coverage and diversify customer engagement. The Company is committed to 'Delivering Joy' to all the stakeholders. Through its flagship midday meal program, **'Your Purchase Feeds...'** where a meal is provided for every piece sold at the retail channels, the Company has provided over 67 million meals in US, UK, Germany, and India at a run rate of 59,000* meals being donated every single school day since program's inception.

*In FY22

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