



# VAIBHAV GLOBAL LIMITED

**Ref: VGL/CS/2022/122**

**Date: 28<sup>th</sup> October, 2022**

**National Stock Exchange of  
India Limited (NSE)**

Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra, Mumbai – 400 051

**Symbol: VAIBHAVGBL**

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001

**Scrip Code: 532156**

**Subject: Financial Results Presentation**

Dear Sir / Madam,

Pursuant to regulation 30(6) of the SEBI (LODR) Regulations, 2015 please find enclosed Financial Results Presentation of Q2 FY 2023.

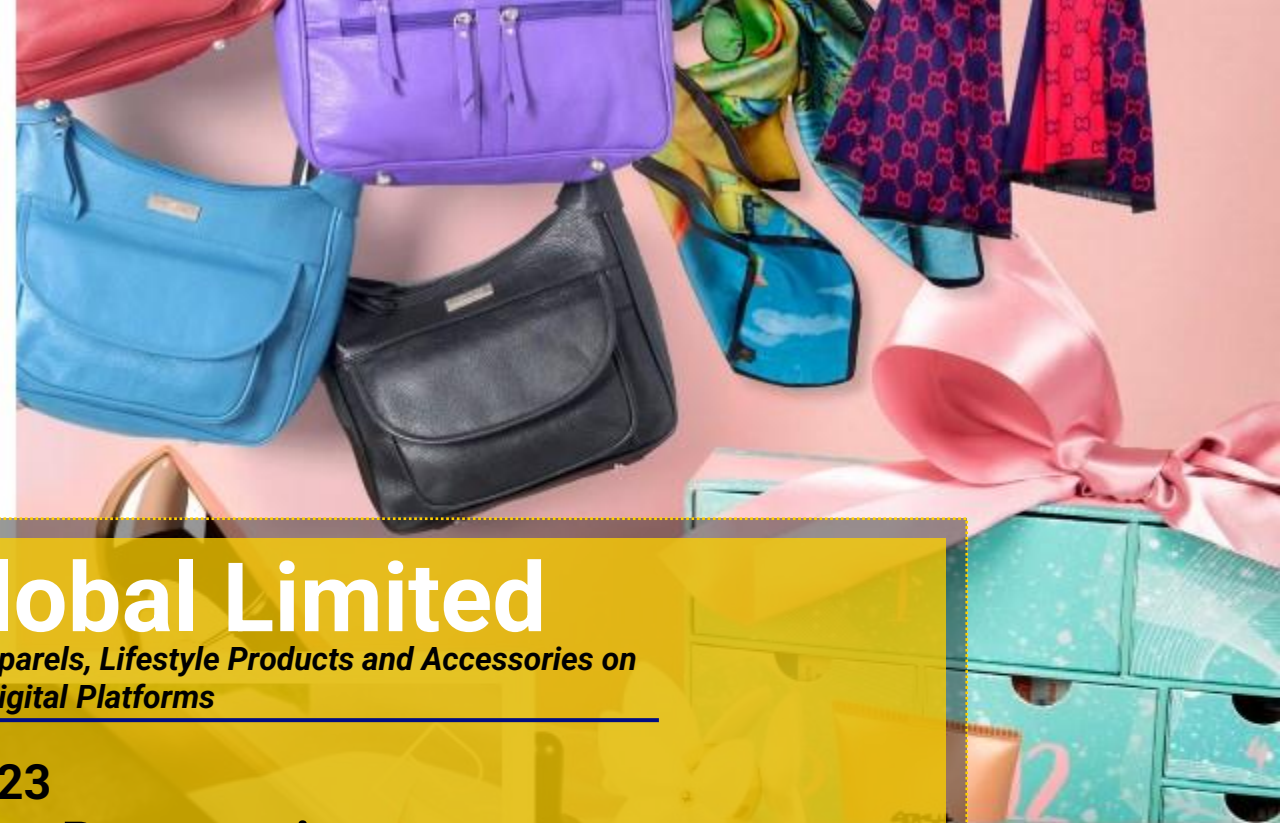
Kindly take the same on record.

Thanking you,

Yours Truly,

**For Vaibhav Global Limited**

**Sushil Sharma  
Company Secretary**



# Vaibhav Global Limited

Global E-tailer of Fashion Jewellery, Apparels, Lifestyle Products and Accessories on TV and Digital Platforms

DELIVERING JOY

Q2 FY23

Financial Results Presentation



## Commenting on Q2 FY23 Performance

### MD's Message



**Mr. Sunil Agrawal**  
*Managing Director*  
**Vaibhav Global Limited**

Sales for the quarter were Rs. 646 crores, up 1.8% from Rs. 635 crores in the second quarter of last year. Vs a pre-covid period of Q2 FY20 the growth is 33%. This performance is in backdrop of current high inflationary environment in western economies.

In Q2 our gross margins continue to remain healthy at 60.9%. EBITDA for the quarter has been at 8.1% compared to 7% of last quarter and 11.5% of Q2 FY'22. Our judicious investment in Germany, new OTA homes, and digital marketing have a short term impact on EBITDA. But these investments are building blocks which will result in significant operating leverage in the medium and long term. In spite of these investments, our margins have started seeing a sequential improvement and expected to continue to improve in H2.

During the quarter, our Germany business has grown exponentially, clocking monthly revenue of more than Euro 1 million. In Germany, we recently started *Live and Interactive* shopping on our website and is seeing good customer traction. At Shop TJC (UK), the freeview channel upgradation continues to give positive outcomes in terms of 'new TV customer acquisition'. New TV customer acquisition rate was negative 17% in Feb '22, and is positive 49% in Sept '22. Overall performance in UK is positive, except momentary impact of Queen's demise and political changes. In US, macro-economic environment continues to impact the customer sentiments. Current YoY revenue growth is not a true reflection of the potential US and UK market, but we continue to gain market share.

A fully integrated supply chain spanning across 30 countries is our moat. We manufacture majority of our jewellery products allowing bulk sourcing and better price negotiations. Besides cost, our vertical model also helps reduced delivery time and offers us great story telling opportunities.

Further, our four R's framework, widening Reach, new customer Registration, customer Retention and Repeat purchases, remains to be our key levers for growth. The reach of our TV networks by end of Q2 FY23 was approximately 135 million TV homes, which is 23% higher YoY. We reach TV homes through cable, satellite, telco networks, and over-the-air antenna (also called OTA) platforms. Our products are also available on digital channels, including proprietary websites, smartphone apps, OTT platforms, and marketplaces. Our sustained investments on OTAs and digital channels is leading to increased new customer acquisition. Our unique customer base is at half a million. New customer acquisition on TTM basis stands at 2.5 lakhs, which is higher by 9.8% YoY and significantly higher by 16.3% over Q2 FY21.

On the sustainability aspects, we are glad to announce that 2 of our office buildings in US have received LEEDS 'GOLD' certificate. Another important aspect of sustainability efforts is our midday meal program, '*Your Purchase Feeds....*'. Recently, we crossed a milestone of 69 million meals with a run rate of approx. 51,000 meals donated every single school day.

Amidst current broader economic challenges, we have seen a visible sequential improvement during last few months with revenue trends improving month-over-month and believe that this transient phase will be behind us soon. Considering current macro environment, we expect to deliver 2-4% topline growth with 8-9% EBITDA margin this financial year. Our mid-term outlook remains intact and we expect to deliver mid-teens revenue growth in subsequent years with operating leverage.

The Board of Directors of your Company have declared an interim dividend Rs. 1.50 per share for the quarter. We look forward to maintaining a balance between growth, investment and quarterly payouts to generate sustainable value for our stakeholder.

# Q2 FY23 : KEY HIGHLIGHTS



YoY revenue growth of 1.8%. Grew strongly at 33% vs pre-COVID Q2 FY20. MoM positive trend continues.



Gross margins maintained above 60%, YoY lower due to product mix & slightly lower price pass on



EBITDA improved sequentially. YoY reflects impact of lower GM, increased content cost, partly offset by cost saving initiatives.



Ever increasing unique customer base at 4,99,401 customers (5.1% and 11.7% higher than Sep-21 and Sep-20 respectively)



Sustained focus on Digital Platforms & Automation



Market leading growth amidst macro headwinds



Second interim dividend of Rs. 1.50 per equity share (YTD interim dividend of Rs. 3.00 per equity share)



Shop LC (US) conferred with 'LEED's GOLD Certification'



69 million meals since inception of our mid-day meal program '**Your Purchase Feeds...**'

# TABLE OF CONTENTS

Business Background Details

5

Highlights for the Quarter

21

Q2 & H1 FY23 Financial Performance

26

Financial Performance Trends

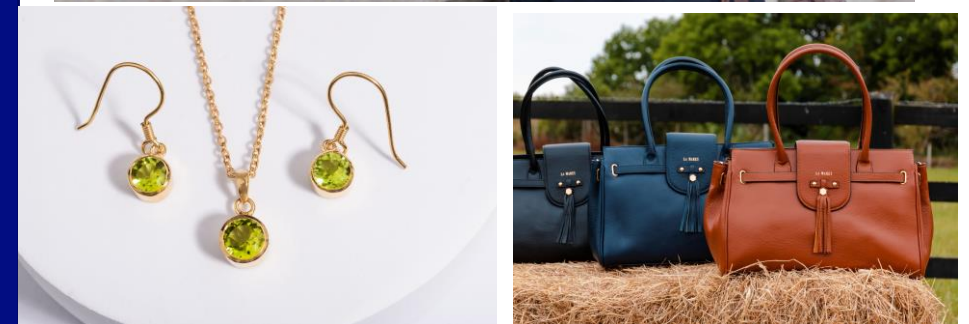
33

Annexures

40



DELIVERING JOY





# BUSINESS BACKGROUND DETAILS





## OUR VISION

Be the Value Leader in Electronic Retailing of Jewellery & Lifestyle Products

## OUR MISSION

To deliver one million meals per day to children in need by 'FY31' through our one for one meal program  
***'Your Purchase Feeds...'***



# CORPORATE OVERVIEW



**Vertically-integrated fashion retailer on electronic retail platforms**

- > End-to-end B2C business model
- > Presence on
  - Proprietary TV home-shopping & OTAs
  - Proprietary e-commerce platforms
  - Social
  - Third-party Marketplaces



**Shop LC (US), Shop TJC (UK) and Shop LC (Germany) are brands with strong customer visibility**

- > TV Homes accessed (\*FTE): ~ 135 mn
- > Growing online presence
- > Improving customer engagement metrics



**Strong management and governance**

- > Professional management team
- > Strong and Independent Board
- > B S R & Co. LLP – Global Auditor
- > Deloitte – Internal Auditor



**Exceptional one for one social program – ‘Your Purchase Feeds...’**

- > Every piece sold results in one meal for a school-going child
- > Provided 69 mn meals across India, US, UK and Germany



**Solid infrastructure backbone**

- > Continued investment in building digital capabilities
- > Scalable model with limited capex requirement

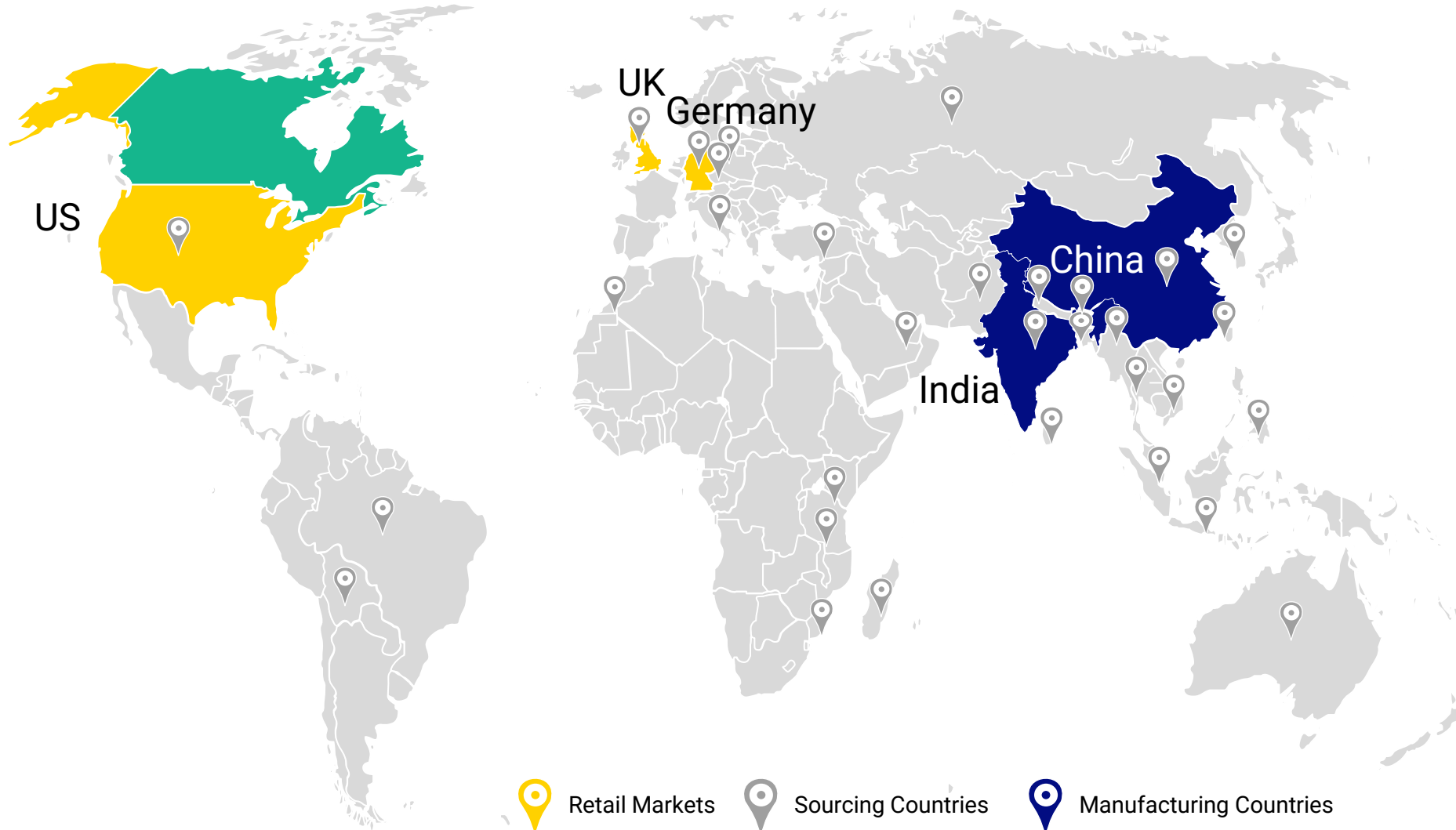


**Robust customer engagement**

- > Omni-channel B2C retail presence
- > Growing recognition of deep value fashion jewellery enables scaling to adjacent categories

\*FTE: Full Time Equivalent





**Retail Markets**  
 Shop LC | Shop TJC | Shop LC  
 (US) (UK) (Germany)

**Operate Through Marketplaces**  
 Canada

- Sourcing**
- India
  - China
  - Thailand
  - Indonesia
  - Tanzania
  - Russia
  - Morocco
  - Myanmar
  - Madagascar
  - Bolivia
  - Kenya
  - South Korea
  - Vietnam
  - Brazil
  - Sri Lanka
  - UK
  - Mozambique
  - Germany
  - Italy
  - Turkey
  - Poland
  - Singapore
  - UAE
  - Japan
  - Bangladesh
  - Philippines
  - Czech Republic
  - Taiwan
  - Australia
  - US

**Manufacturing Countries**  
 India | China

# COMPLETING 25 YEARS OF PUBLIC LISTING



## Growing Consistently

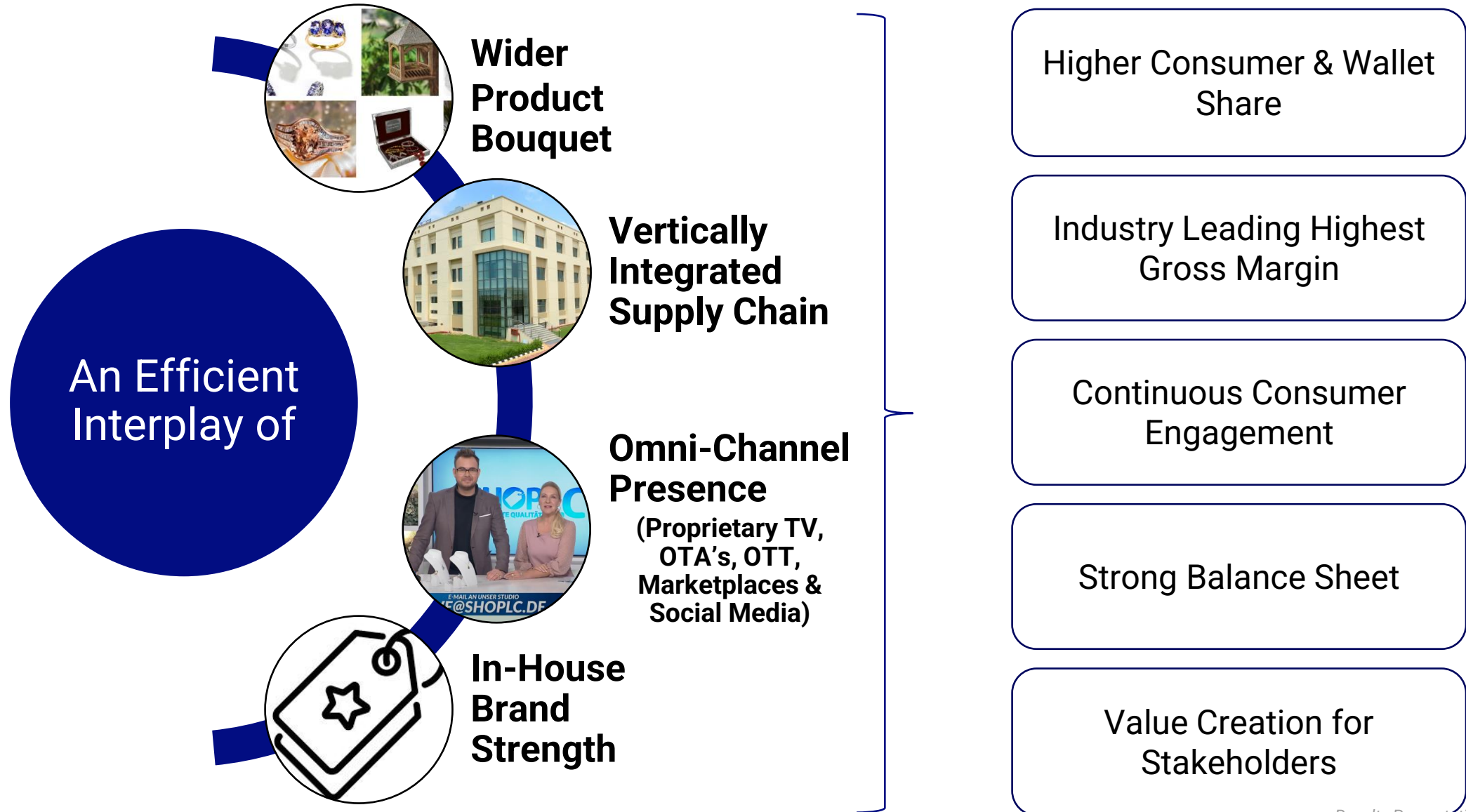
Parameters (Rs. in crores)	FY 97	FY 22	CAGR (25 years)	Return (x times)
Revenue	32.8	2,752.4	19.4%	84
EBITDA	4.2	303.2	18.7%	72
Profit Before Tax	4.1	242.3	17.7%	59
Profit After Tax	3.6	237.1	18.2%	66
Net Worth	17.7	1,126.8	18.1%	64

**26.1% CAGR in Market Capitalization since IPO (331 times\*), excluding dividend**



# KEY PILLARS

# KEY PILLARS



# 2 POOLS OF PRODUCT VERTICALS



**Huge Opportunity: Immediate Addressable Market of ~USD 20 bn**

Fashion Jewellery,  
Gemstones & Accessories



Life-Style, Home Décor,  
Beauty Care, Apparels &  
Accessories



# VERTICALLY INTEGRATED SUPPLY CHAIN



## ASIAN BASE

- Vertically integrated supply-chain in Asia
- Low-cost manufacturing and value sourcing base
- Serving affluent but value-conscious customers in Western Developed Markets

₹

¥

DELIVERING JOY

India

China

Bali

Thailand

Hong Kong



## WESTERN COUNTRIES

### Primary Retail Markets

\$

£

SHOP LC

DELIVERING JOY

USA

tjc.co.uk

UK

€

SHOP PLC

PREISWERTE QUALITÄT

Germany

Resulting in Industry Leading Highest Gross Margins

# OMNI-CHANNEL SALES PLATFORM



## Proprietary TV channels and OTAs

US



UK



GERMANY



HH: 81mn  
OTA: 17mn

27mn  
18mn

27mn\*  
2.5mn

\* Including 2mn HH in Austria



Note: OTA – Over the Air; HH - Households



DIGITAL

## Proprietary Digital Platform

[www.shoplc.com](http://www.shoplc.com)  
[www.tjc.co.uk](http://www.tjc.co.uk)  
[www.shoplc.de](http://www.shoplc.de)

## Mobile Applications



## Third Party Marketplaces



## Social Retail



Roku TV



OTT Platforms



DIRECTV  
stream



Google TV

Samsung  
SMART TV

Note: OTT – Over the Top

# STRENGTHENING PRIVATE LABEL BRANDS



## ➤ Our Strength:

- Leveraging manufacturing & digital capabilities
- Number of PL brands: **31**
- Revenue Mix: ~**25%** of global B2C revenue
- Margin accretive
- Brand Laddering (value and mass-premium)

## ➤ Long-Term Objectives:

- Focus on 'IPR' rights for brand loyalty
- Future revenue mix: ~**35%** of global B2C revenue
- New brand launches regularly
- Inorganic opportunities (example: Rachel Galley)



**LUXORO**  
Discover the Allure and Luxury of Gold.  
AA & AAA GEMSTONES | 10K  
14K | AFFORDABLE

**ILIANA**  
Timeless Expression  
18KT | CLASSIC  
AAA GEMSTONES  
CAPTIVATING

**GRAND PELLE**  
QUALITY, DESIGNED TO LAST FOR  
GENERATIONS TO COME.  
EXOTIC LEATHERS  
SOPHISTICATED  
HIGH-END

**LA MAREY**  
MAKE A STATEMENT  
LUXURIOUS  
FASHIONABLE  
CLASSIC

**SYMPHONY HOME**  
LET YOUR STYLE PLAY!  
CURATED | SLEEK  
SUPERIOR  
FUNCTION

**RHAPSODY**  
Intoxicating Elegance, Modern Legacy  
AAAA GEMSTONES  
PLATINUM | LUXURY | RARE

**SHOP LC**  
DELIVERING JOY

**TOUR OUR PREMIUM BRANDS**

LUXORO | ILIANA  
RHAPSODY | GRAND PELLE | LA MAREY  
SYMPHONY HOME



# 4R'S OF CUSTOMER ENGAGEMENT



**TV:**  
Linear | OTA

**Digital:**  
Browsers | Mobile Apps |  
Market-places | OTT |  
Social Media

**Reach (HH)**



**135<sub>mn</sub>**



Diverse Products

Deep value proposition

Engrossing Content

**Registrations**



**3.2 lakh (TTM)**



Enduring relationships

Convenience

Digitalization/AI

**Retention**



**40% (TTM)**

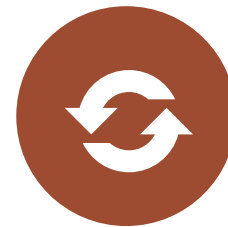


Expanding wallet share

Convenience

Cross-selling

**Repeat Purchases**



**25\* (TTM)**

**Note:** TTM: Trailing Twelve Months | \*pieces per customer | HH: Households

All data points are for US and UK except for HH and Registration which includes figures of Germany as well

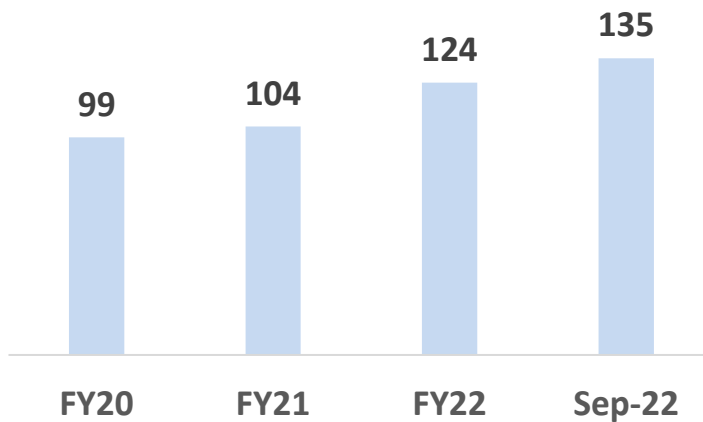


## Strong Execution

## Focussed

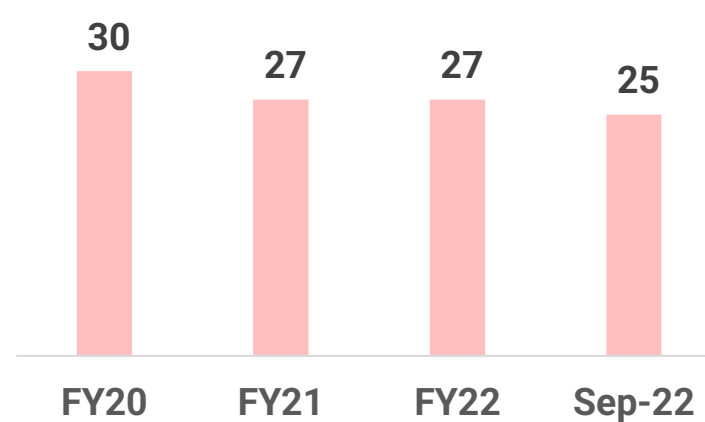
## Consistent

Global Households Reach  
(in million)



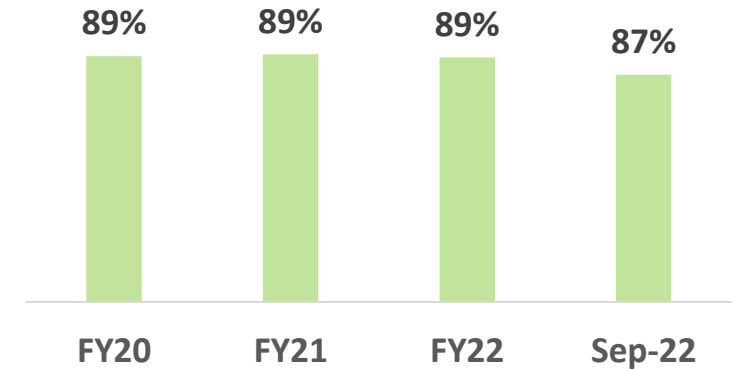
Reach

Repeat Purchases  
(no. of pieces)



Repeat Purchases

Retention  
(20+ Purchases)

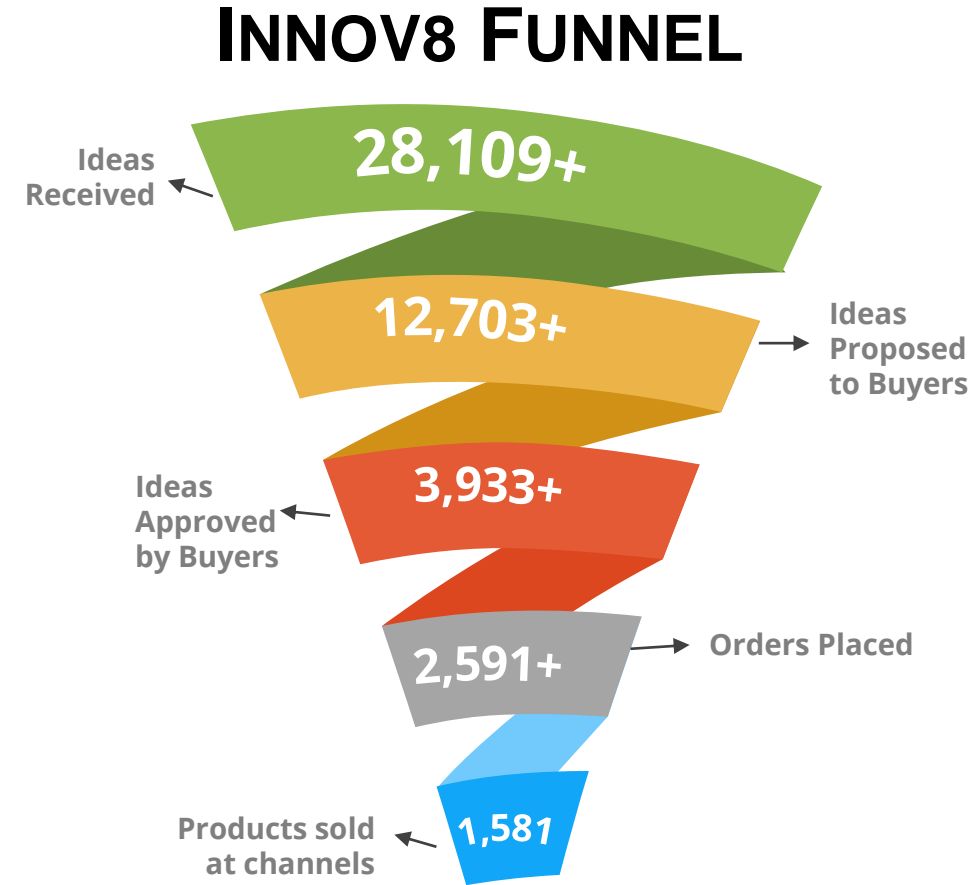


Retention Rate for 20+ Purchases\*\*

\* Repeat Purchases and Retention data comprises Shop LC (US) and Shop TJC (UK)

\*\* Refers to retention rate of customers who have bought more than 20 times on TTM basis

# 'DELIVERING JOY' THROUGH INNOVATION



**SPARK**

- An initiative to foster entrepreneurship within the organization
- Recently, 5 business ideas have been shortlisted for incubation

**CATAPULT**  
Powered by SHOP LC & tjc

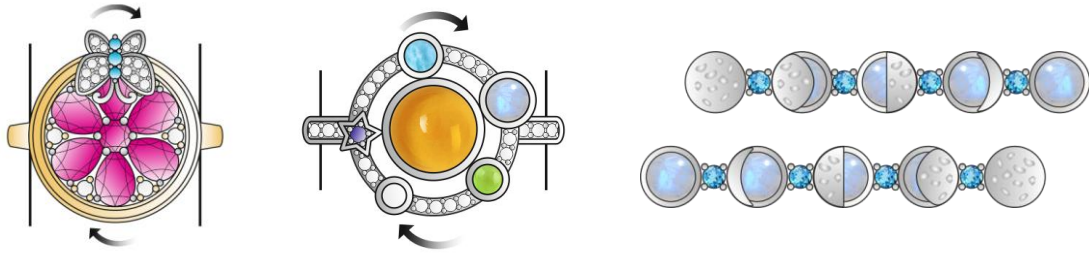
- A launchpad for **outside innovators** and **product owners**
- **1,200+ ideas** received from participants across **38 countries**
- 11 shortlisted and **4 already went live on channels in US and UK**

**Innovation Segment:**  
**FY22 Revenue: \$17mn (~5% of group revenue)**  
**FY21 Revenue: \$3.5mn (~1% of group revenue)**

# CONSTANTLY REIMAGINING GROWTH WITH NEW DESIGNS & PRODUCTS



## Jewellery Design



- Strong team of professional designers
- ~24,000 new designs proposed annually
- ~60% acceptance rate of new designs

### Few examples of highly successful designs:



Hanabi Cut Ring

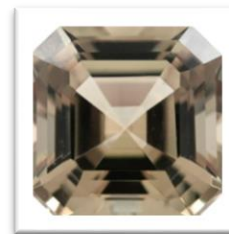


Rhapsody Platinum Tanzanite Ring

## Gemstones

- Deals in 250+ gemstones including rare gemstones
- Widest possible global sourcing
- New gemstones contributing 3%-4% of group's annual turnover
- Strengths:
  - In-house Testing Lab & Manufacturing
  - Employees trained at globally benchmarked institutes

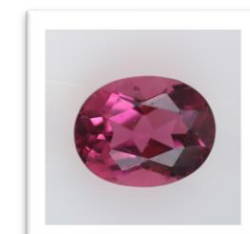
### Few examples of highest selling new gemstones in FY22:



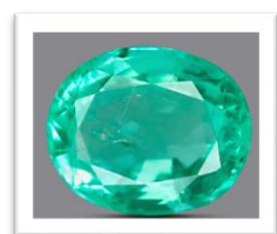
Turkizite™  
Sales: \$ 7.03 Mn



Teal Grandidierite  
Sales: \$ 1.20 Mn



Rubellite  
Sales: \$ 1.06 Mn



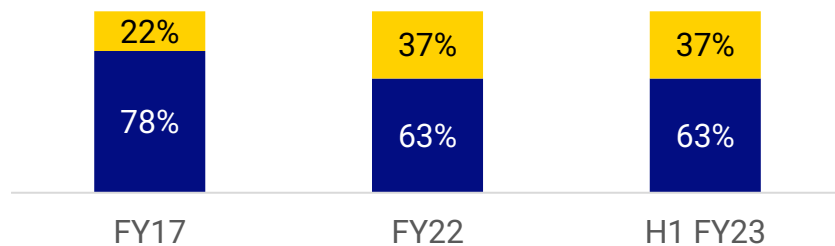
Ethiopian Emerald  
Sales: \$ 860K



## B2C Revenues by Format



■ TV revenues ■ Digital revenues

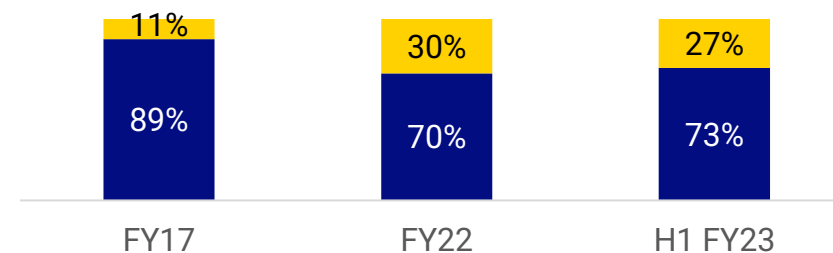


60.5% of digital revenues in H1 FY23 were from Mobile platform (mobile app + mobile web browser)

## B2C Revenues by Product Category



■ Jewellery ■ Non-jewellery revenues

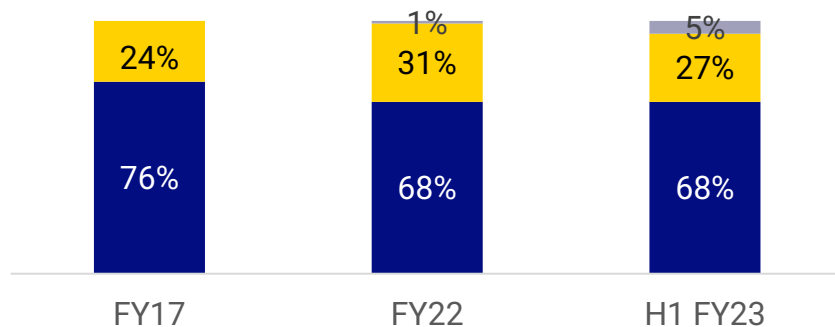


**Jewellery revenues:** Fashion jewellery, Gemstones and Accessories  
**Non-jewellery revenues:** Lifestyle products, Home Décor, Beauty Care, Hair Care and Accessories

## B2C Revenues by Geography



■ US ■ UK ■ Germany

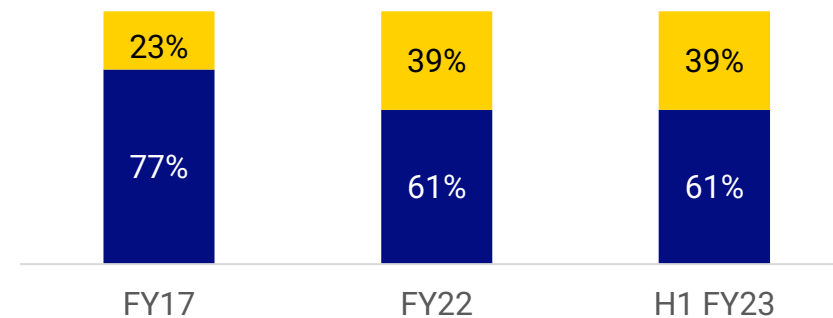


Breakup based on revenue in USD million

## Budget Pay penetration of B2C Revenues



■ Non-Budget Pay revenues ■ Budget Pay revenues



Budget Pay revenues refer to products offered on EMI basis



# HIGHLIGHTS FOR THE QUARTER

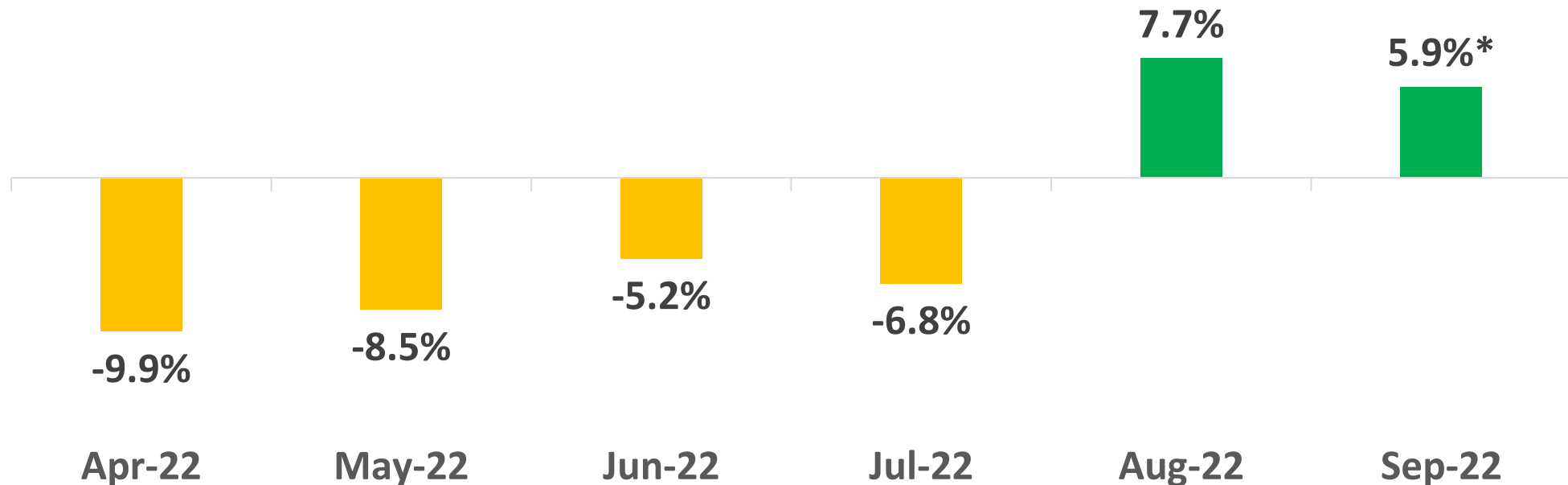


# RECENT TRENDS SHOWING VISIBLE IMPROVEMENT



Recent revenue trend improving month-over-month

## H1-FY23 (YoY Revenue Growth)



YoY revenue growth:  
Q1: **(7.9%)**  
Q2: **1.8%**

\* Queen's death impacted the growth momentum temporarily during Sep-2022

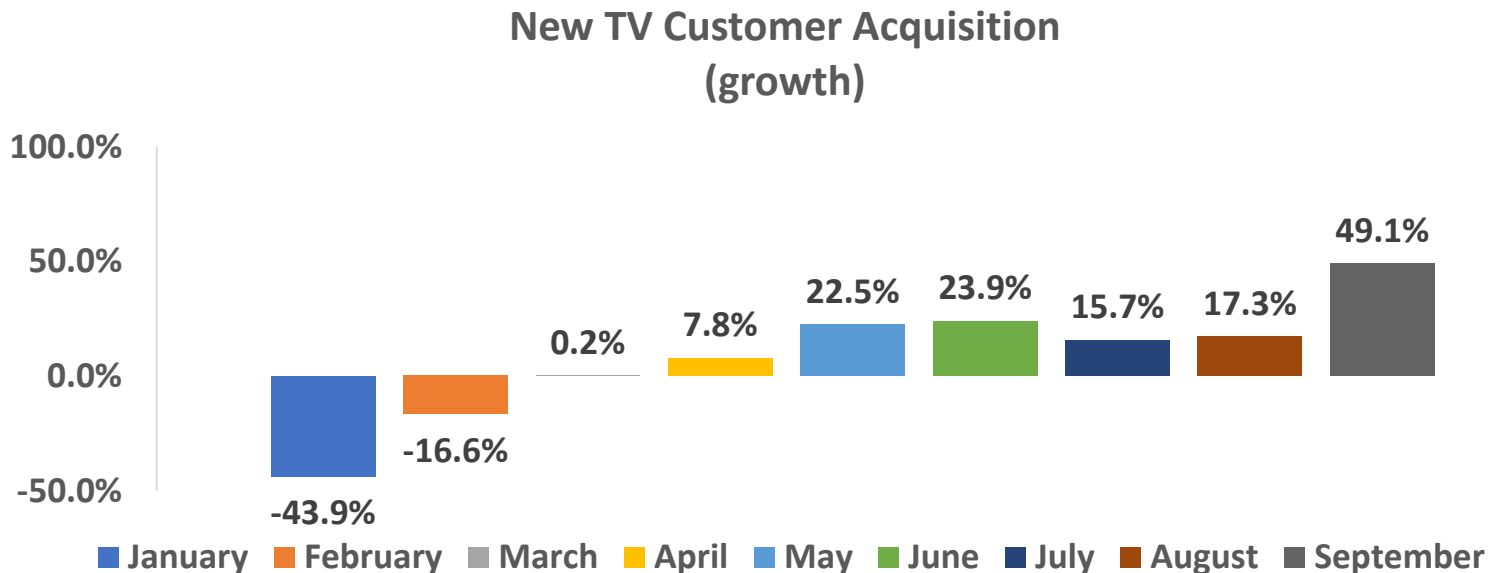
# UK: FREEVIEW CHANNEL UPGRADATION YIELDING POSITIVE OUTCOMES



TJC (UK) upgraded channel position to 22<sup>nd</sup> from erstwhile 50<sup>th</sup> position in Jan-22

Investment now yielding positive results in terms of new customer acquisition on TV

Expect market leading growth in the long run





# UPDATE ON GERMANY



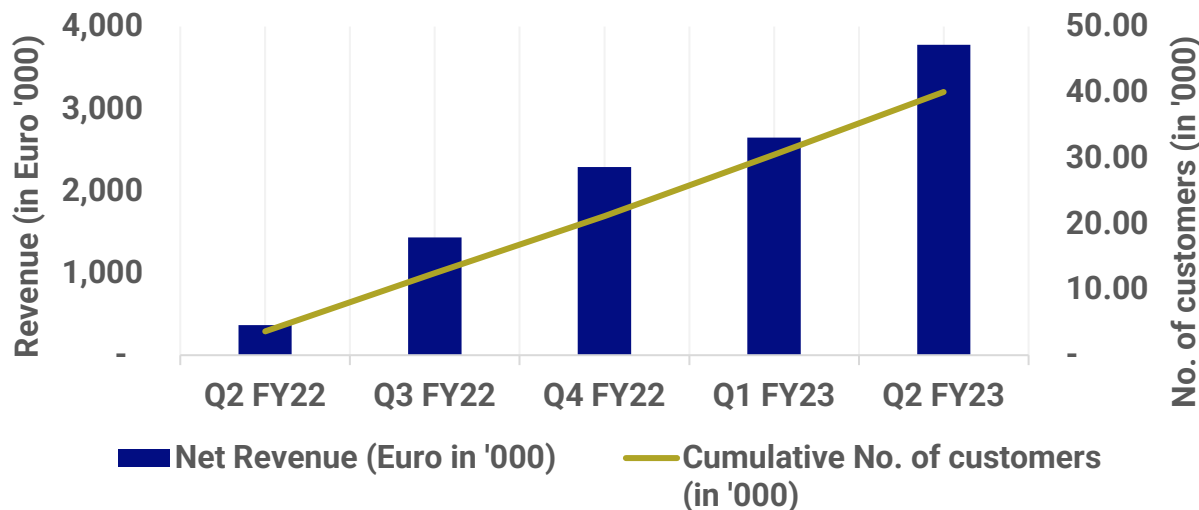
Germany venture increased TAM (immediate addressable market) by ~20%

- Now clocking monthly revenue of Euro 1mn+ at 60%+ gross margins
- Omni-channel presence (digital is now 31%)
- Covering 27mn HH, dispatching 3k pieces/day
- Started **'Live & Interactive TV'**
- Positive Customer Orientation: CSAT 96+; NPS 60
- German call center now operational in India (cost arbitrage)

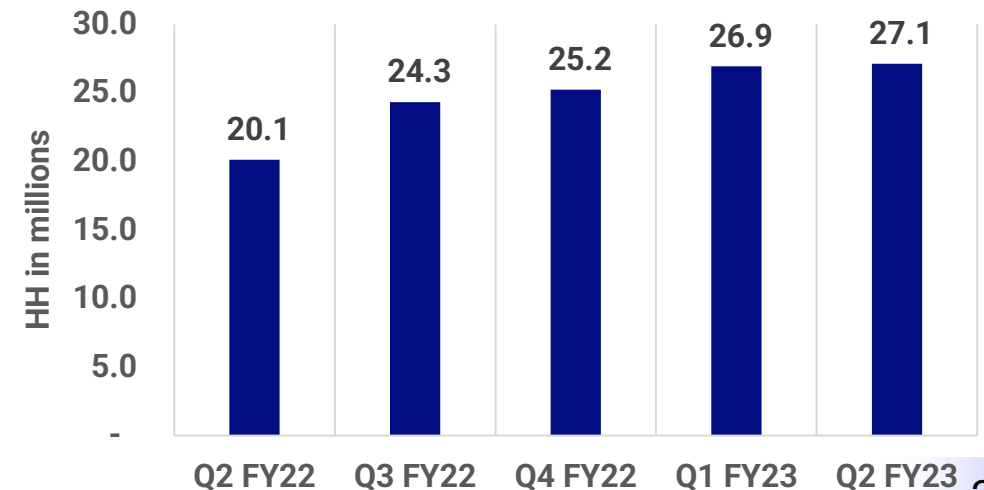


To breakeven by H2 of FY24, being one year earlier than projected

Revenue and Customer Trend



No. of HH (in millions)



# WIDENING DIGITAL PLATFORM: OTT & OTA



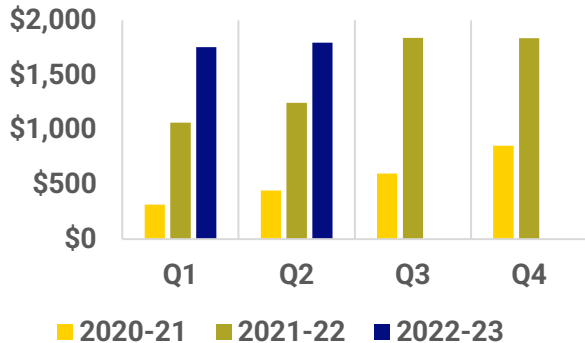
In US, OTT and OTA are projected to be the fastest growing video distribution medium

## OTT

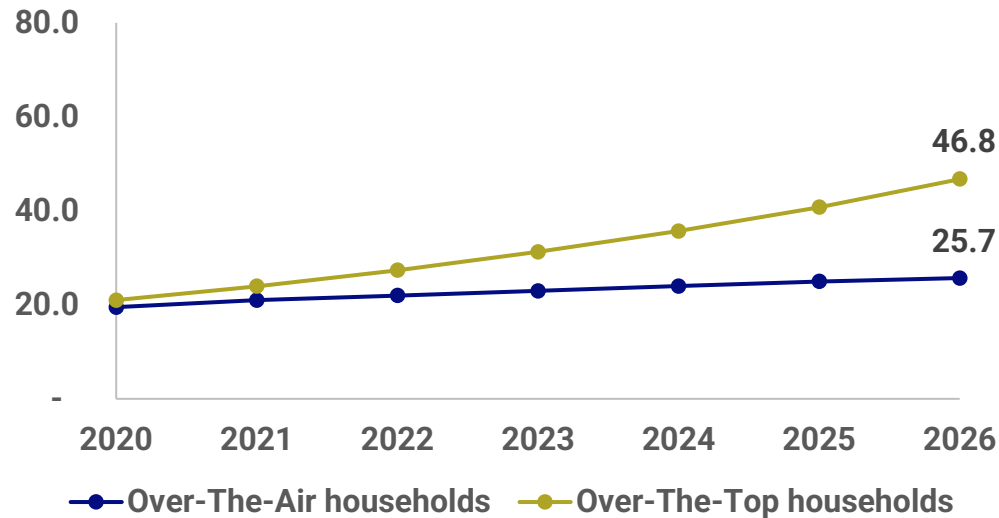
Live & Interactive Apps



OTT Revenue



Projected US residential video households 2020-2026 (million)



As of June-2022  
Source: Industry estimates

## OTA

Total HH in US:  
22mn

Shop LC  
17mn HH

Low Power: ~17mn HH  
High Power: ~4mn HH

Revenue Mix:  
~20%-25% of TV revenue





# Q2 & H1 FY23 FINANCIAL PERFORMANCE



# FINANCIALS – Q2 & H1 FY23 PERFORMANCE



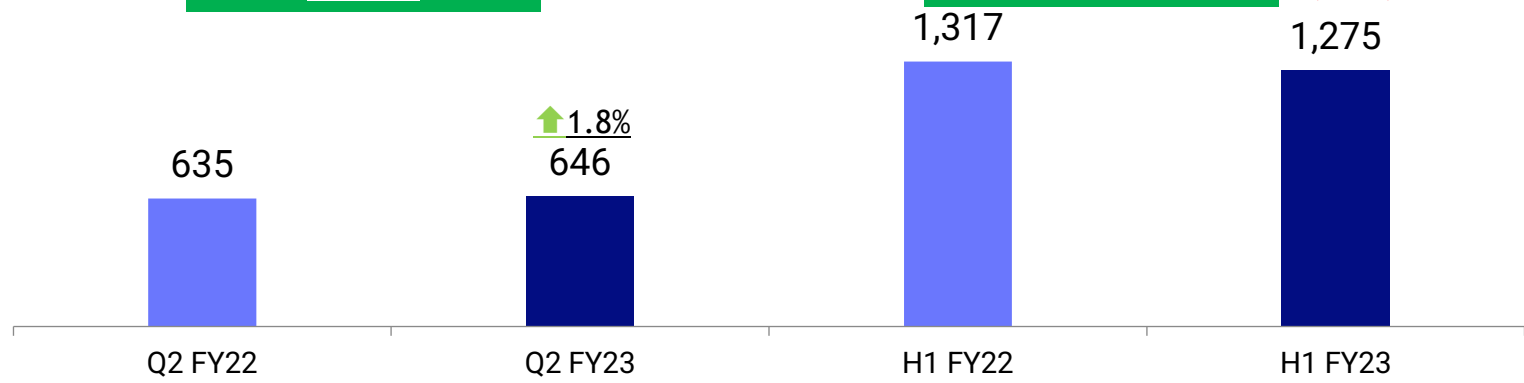
Revenue Breakdown – (Rs. crore)

Growth vs Q2 FY20  
↑33.2%

Revenue

Growth vs H1 FY20  
↑37.8%

↓(3.2%)



## Fashion Jewelry, Accessories & Lifestyle Products

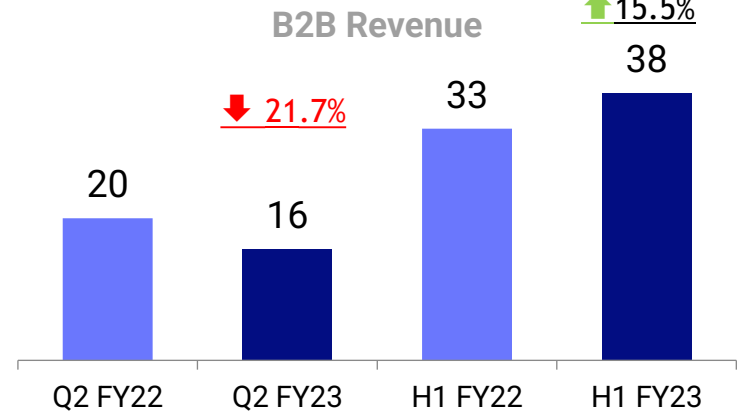
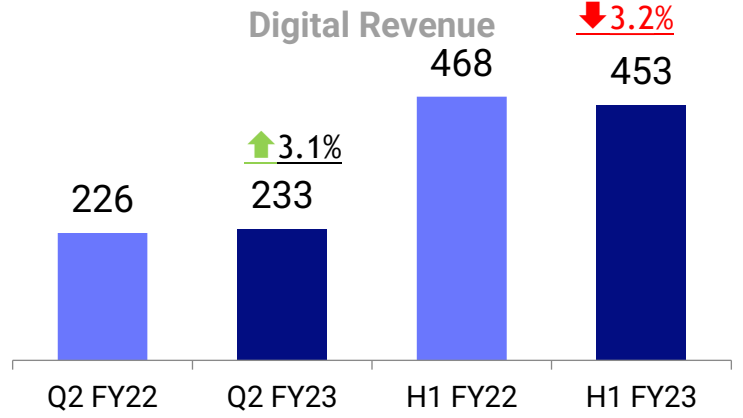
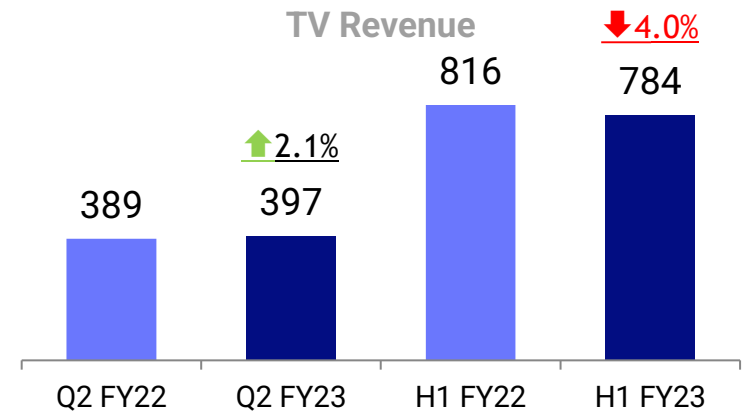
Growth vs Q2 FY20  
↑27.2%

Growth vs H1 FY20  
↑33.6%

Growth vs Q2 FY20  
↑57.4%

Growth vs H1 FY20  
↑58.9%

↑15.5%



Note:  
B2B has been a non-core and opportunistic business segment

# FINANCIALS – Q2 & H1 FY22 PERFORMANCE



## Revenue Breakdown – (Local Currency)

### Shop LC (US)



Growth vs Q2 FY20  
↑ 14.5%

(USD million)

Growth vs H1 FY20  
↑ 20.5%

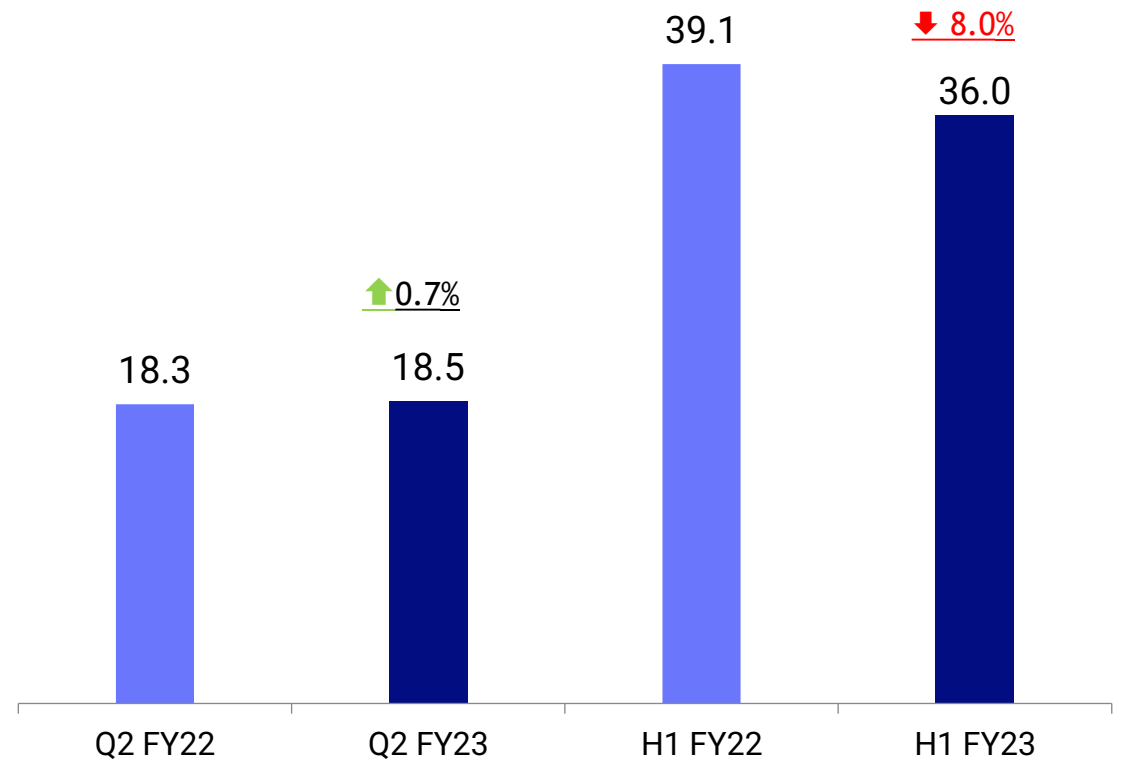
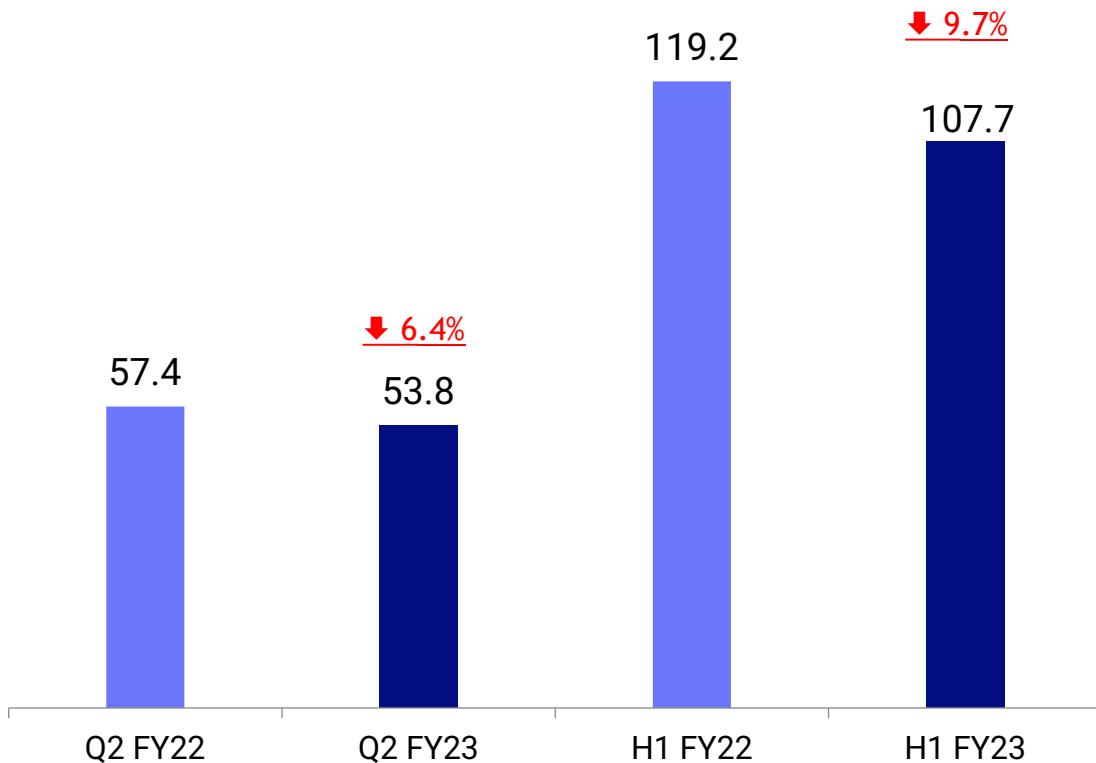
### Shop TJC (UK)



Growth vs Q2 FY20  
↑ 25.9%

(GBP million)

Growth vs H1 FY20  
↑ 30.0%

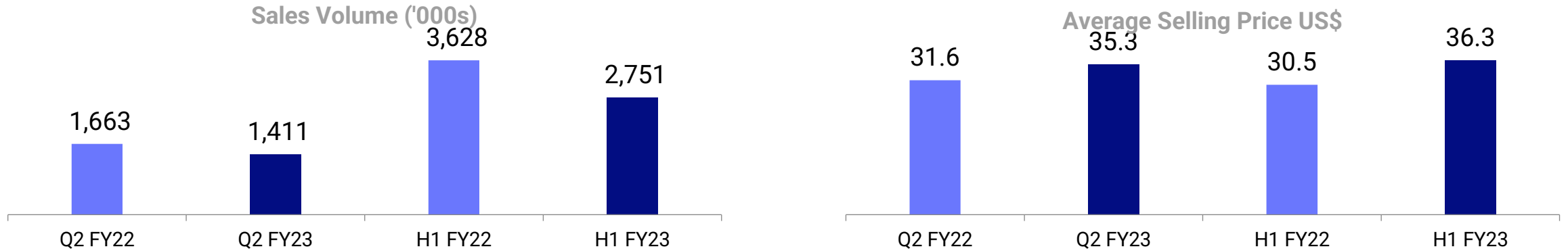


# RETAIL PERFORMANCE TRENDS – Q2 & H1 FY23

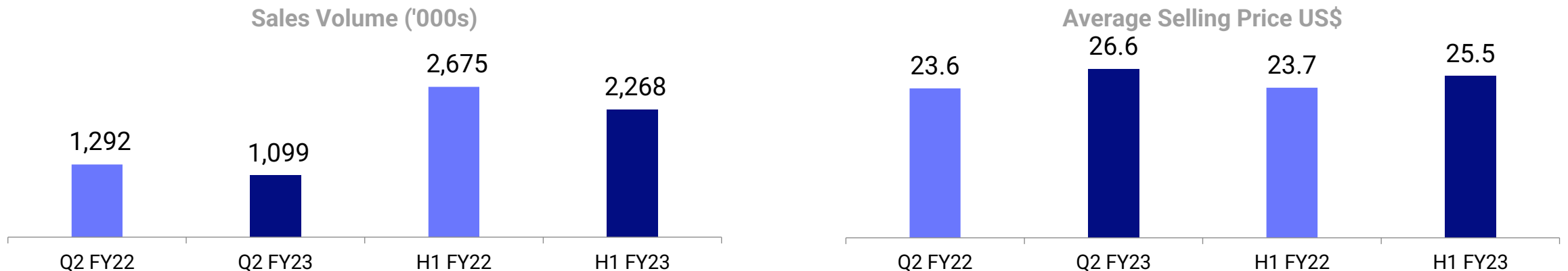


## Volume and ASP

### TV Sales



### Digital Sales

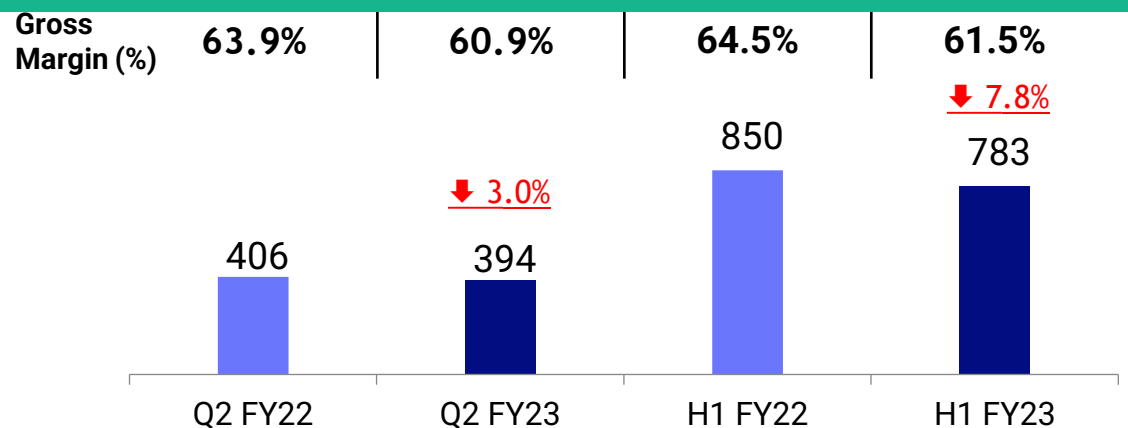


# FINANCIALS – Q2 & H1 FY23 PERFORMANCE

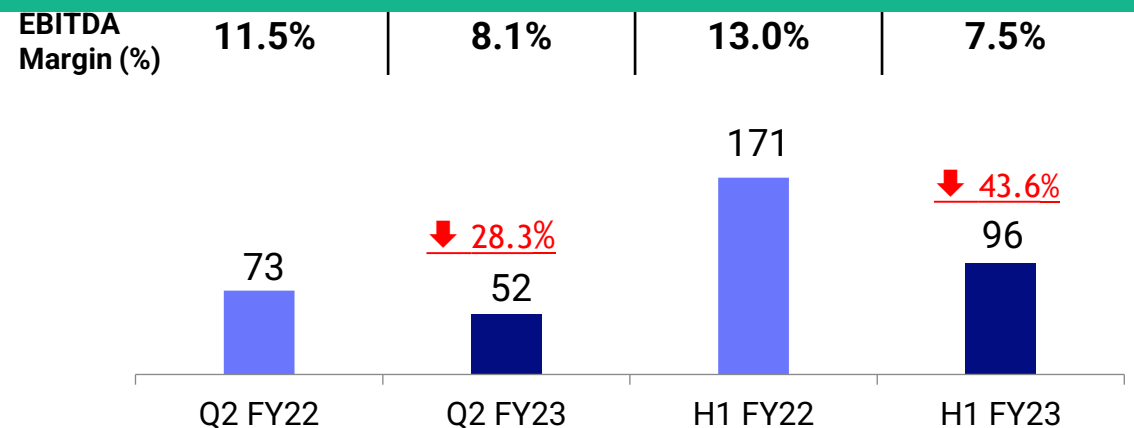


## Profits – (Rs. crore)

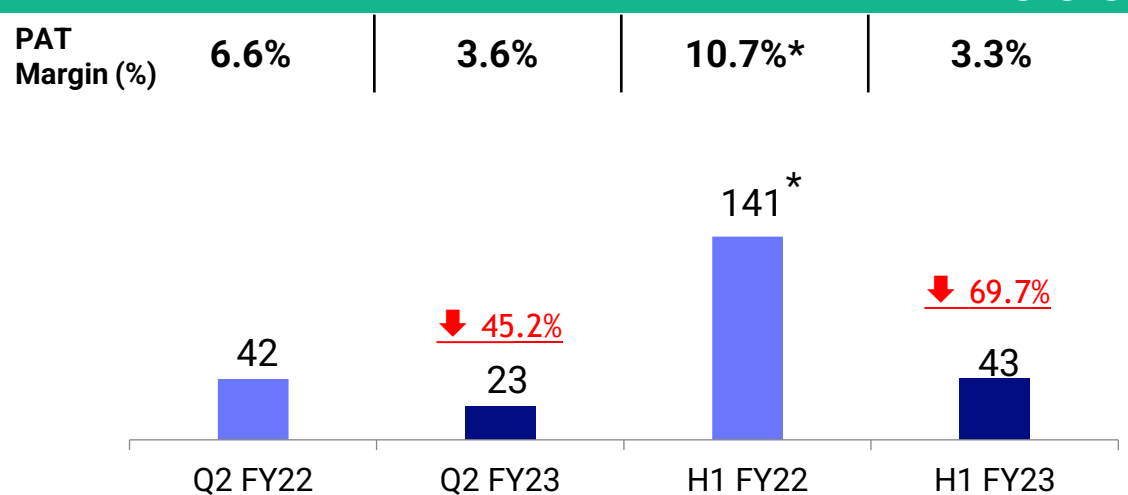
### Gross Profit



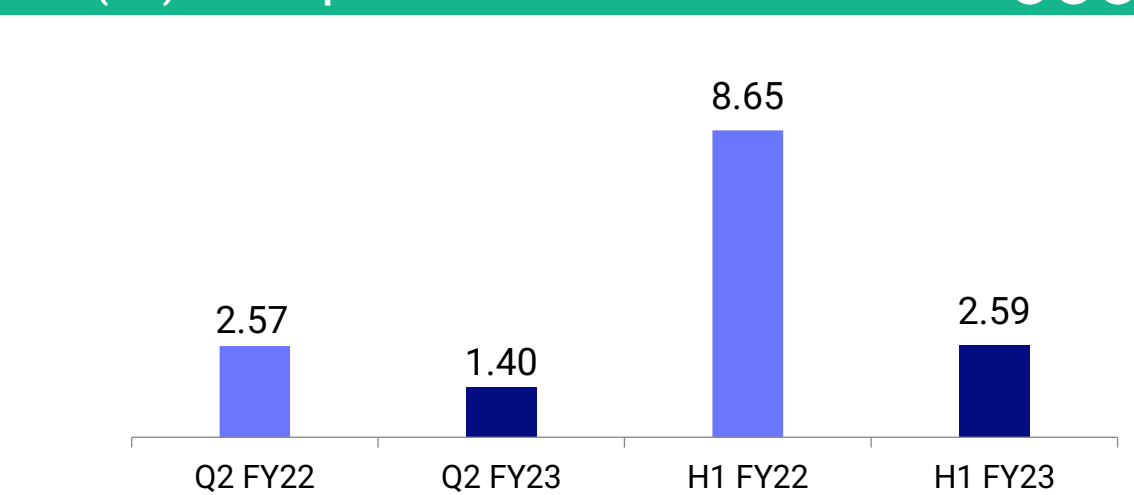
### EBITDA



### \*\*PAT



### EPS (Rs.) – Post split



\*Note: H1 FY22:

PAT of H1 FY22 includes exceptional gain of Rs. 32.90 crores wrt waiver of PPP loan (net of expenses). Adjusted PAT for H1 FY22 would be 108 crores, i.e., 8.2% of revenue.

# EBITDA MARGIN WALK



Particulars	% To Revenue	Remarks
<b>EBITDA Q2 FY22</b>	<b>11.5%</b>	
Gross Margin	↓(3.0%)	Product mix and deferred price transition
Germany	↑0.2%	Losses narrowing down
Accelerated Investment in Digital & Broadcasting	↓(3.2%)	Conscious investments for future potential and scale
Others (cost saving)	↑2.6%	Benefit of cost optimization drive
<b>EBITDA Q2 FY23</b>	<b>8.1%</b>	



# COST OPTIMISATION



## Annual Visible Savings (FY23)

### Cost Arbitrage: Call Centre

- Presently ~50-60% volume of US & UK catered by India
- Focus to further increase India's share in future

\$ 1-2 mn



### Shipping & Warehousing

- Shipping: Renegotiating and evaluating new vendors
- Labour productivity
- GEEK+: Warehouse Robotics Automation (to boost picking productivity)
- Warehouse consolidation

\$ 2-3 mn



### Contract Renewals & Others

- Renegotiating with IT Vendors
- Optimising other costs

\$ 2 mn



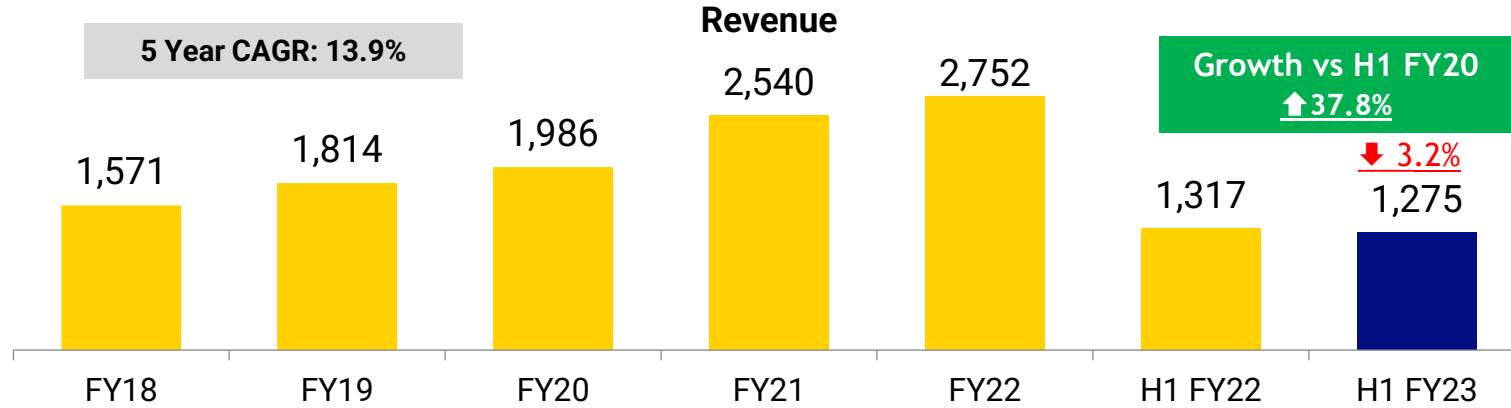
A collage of luxury fashion and beauty items. On the left, there are several pieces of rose gold jewelry, including a large teardrop pendant and a smaller heart-shaped pendant, both encrusted with diamonds. In the top right, a woman's wrist is shown wearing a white watch with a black strap and a gold case, with the brand name 'STRADA' visible on the dial. Below the watch, there are three colorful scarves (yellow, blue, and purple) tied in knots. In the bottom left, there is a gold-colored jar and a bottle of 'DOUVOI ARGAN ACTIVE PROTECTION' skincare product. On the right side, two women are shown wearing light pink, textured knit cardigans. The entire collage is overlaid with a dark grey banner containing the text 'FINANCIAL PERFORMANCE TRENDS' in white, bold, uppercase letters.

# FINANCIAL PERFORMANCE TRENDS

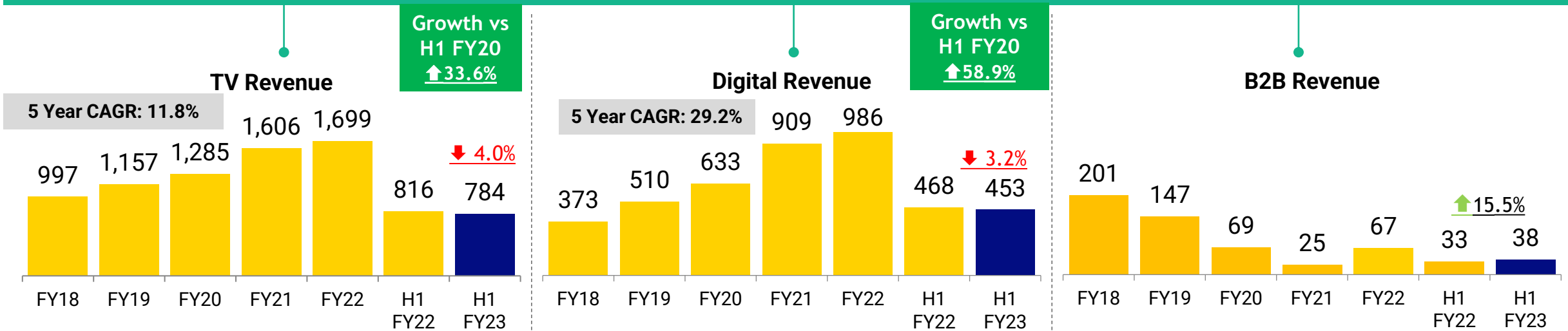
# FINANCIAL PERFORMANCE TRENDS



## Revenue Breakdown – (Rs. crore)



## Fashion Jewelry, Accessories & Lifestyle Products



# RETAIL PERFORMANCE TRENDS

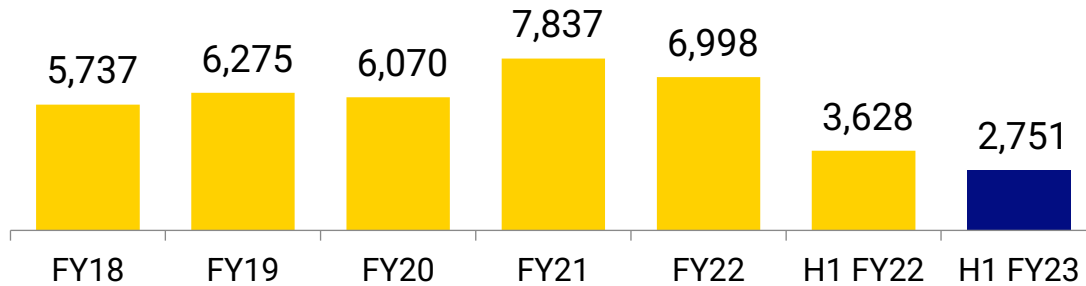


## Volume and ASP

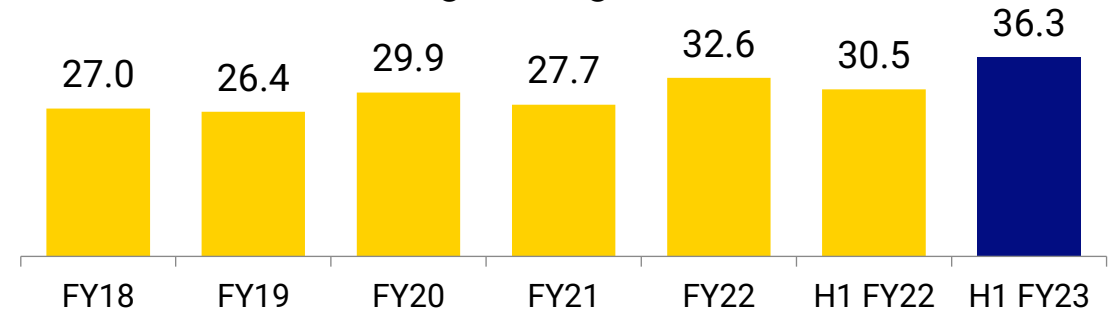
### TV Sales



#### Sales Volume ('000s)



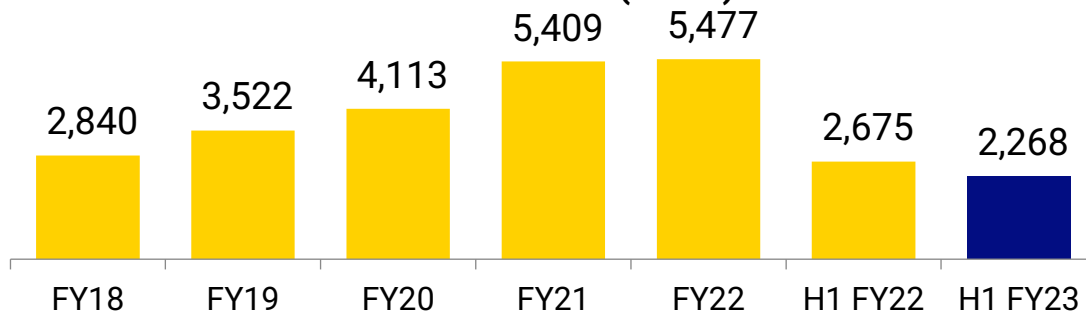
#### Average Selling Price US\$



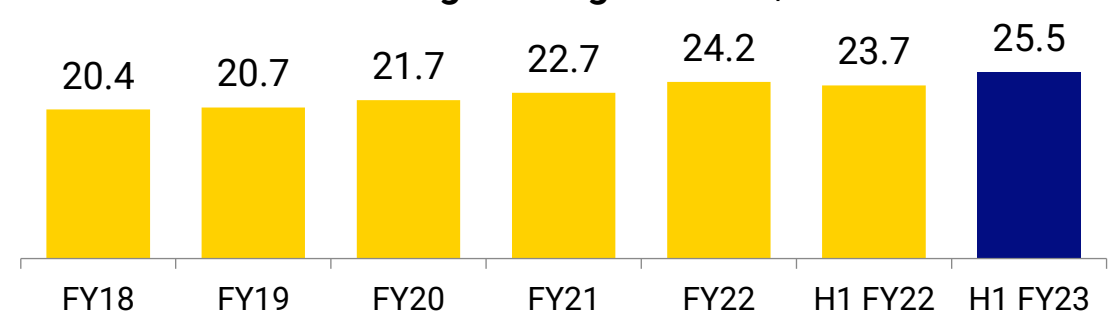
### Digital Sales



#### Sales Volume ('000s)



#### Average Selling Price US\$



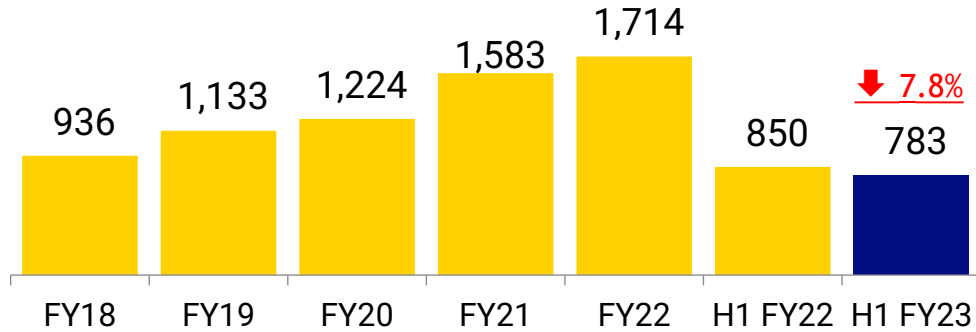
# FINANCIAL PERFORMANCE TRENDS



## Profits – (Rs. crore)

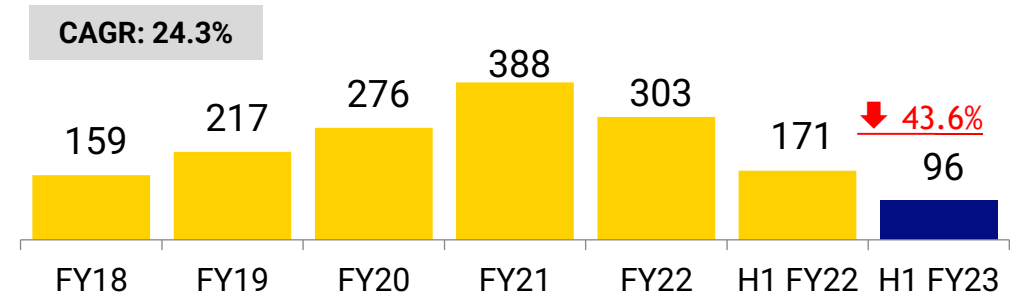
### Gross Profit

Gross Margin (%)	59.6%	62.5%	61.6%	62.3%	62.3%	64.5%	61.5%
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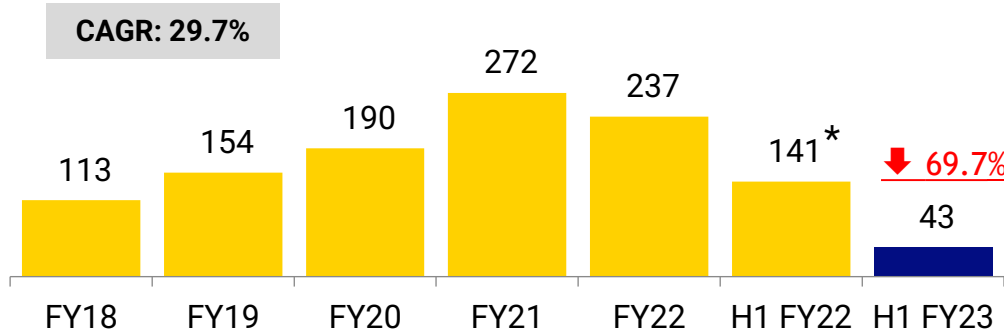
### EBITDA

EBITDA Margin (%)	10.1%	12.0%	13.9%	15.3%	11.0%	13.0%	7.5%
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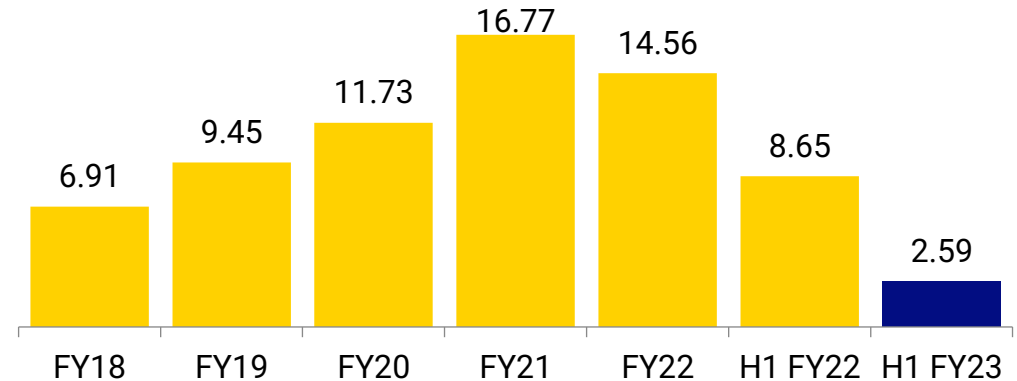


### PAT\*

PAT Margin (%)	7.2%	8.5%	9.6%	10.7%	8.6%	10.7%*	3.3%
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### EPS (Rs.) – Post split



\*Note: H1 FY22:

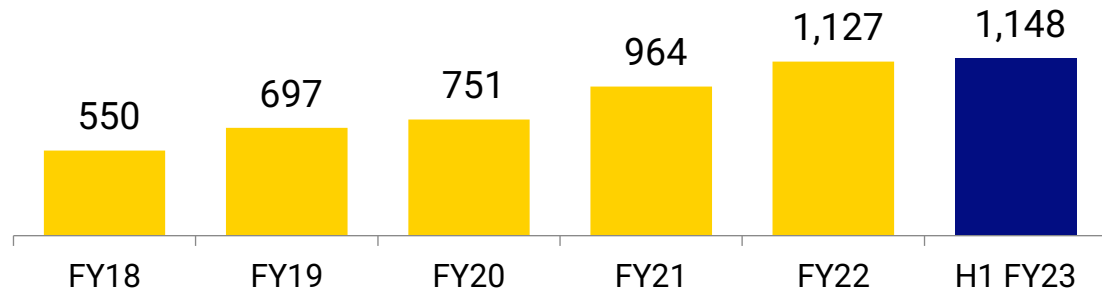
PAT of H1 FY22 includes exceptional gain of Rs. 32.90 crores wrt waiver of PPP loan (net of expenses). Adjusted PAT for H1 FY22 would be 108 crores, i.e., 8.2% of revenue

# FINANCIAL PERFORMANCE TRENDS

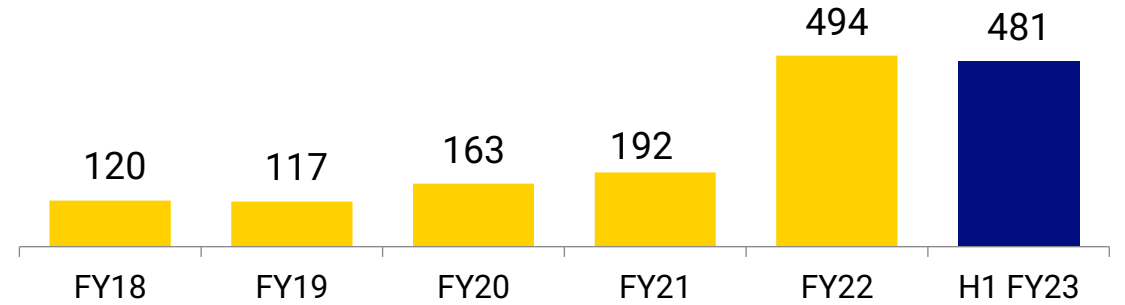


## Balance Sheet – (Rs. crore)

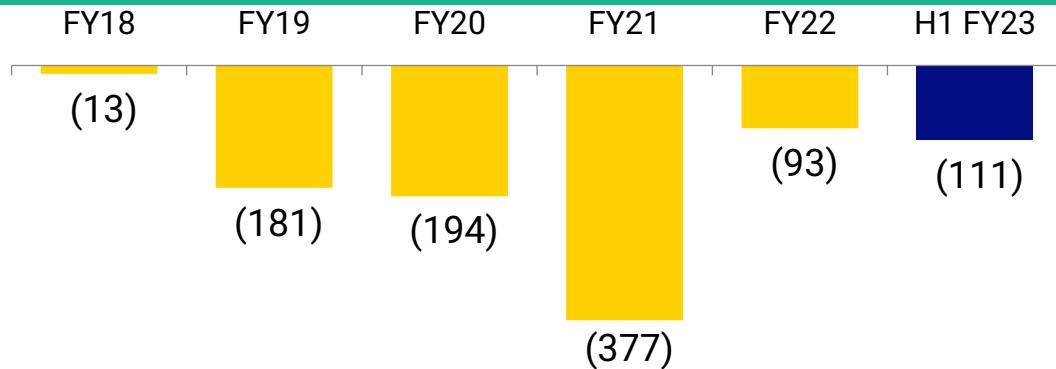
### Shareholders' Equity



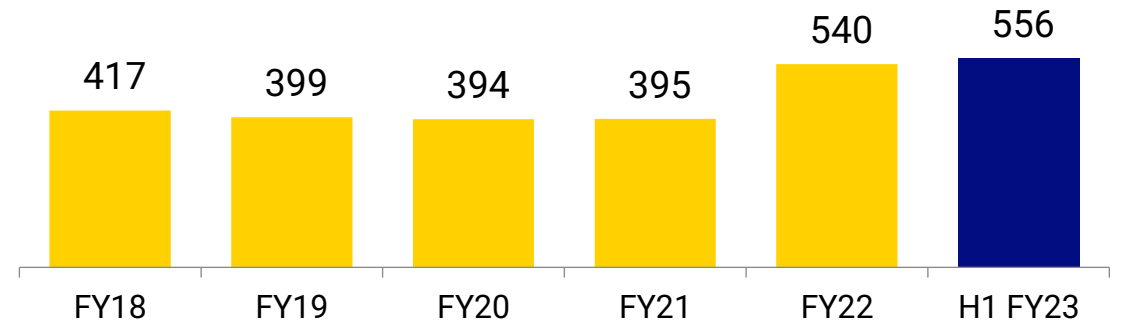
### Fixed assets including intangibles



### Net Debt



### Net Assets \*



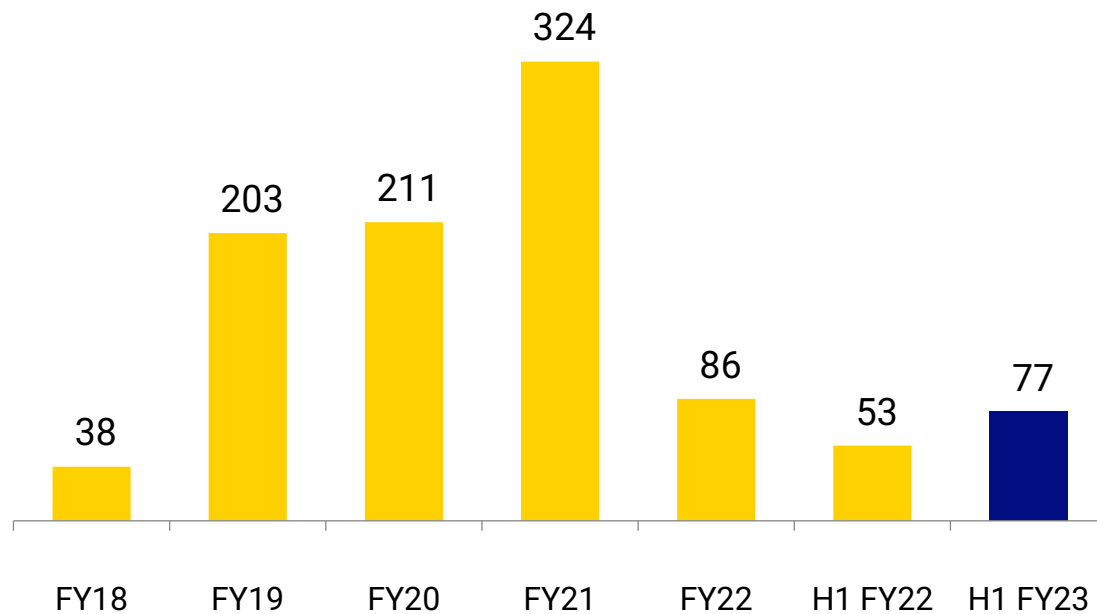
**Note:**  
\* Net Assets is the balancing figure arrived at by excluding shareholders equity, net debt, and fixed assets including intangibles

# FINANCIAL PERFORMANCE TRENDS

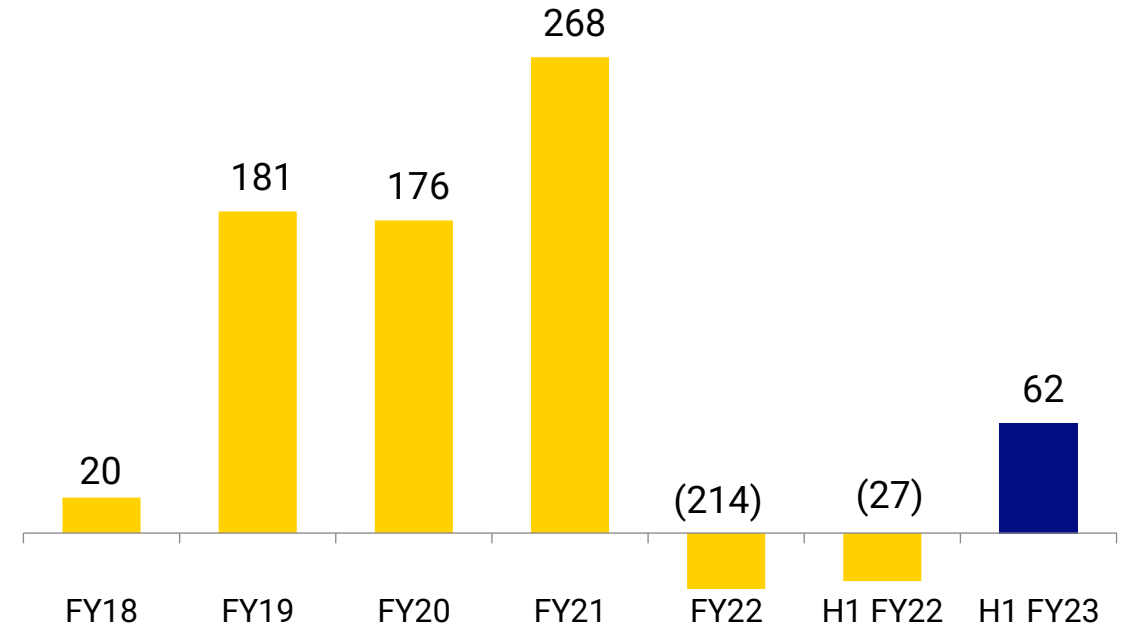


## Cash Flow – (Rs. Crore)

### Operating Cash flow



### Free Cash Flow



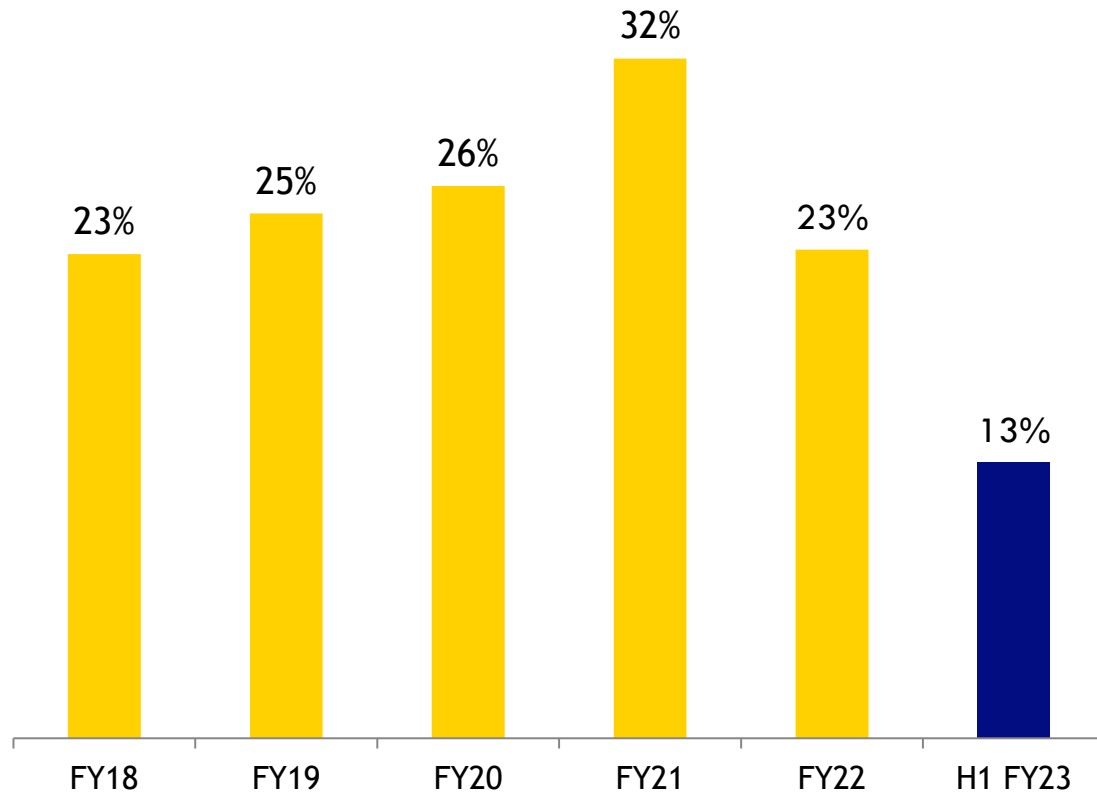
Cashflows improved YoY as capex reverting to normal levels alongside focus on efficient capital allocation

# FINANCIAL PERFORMANCE TRENDS

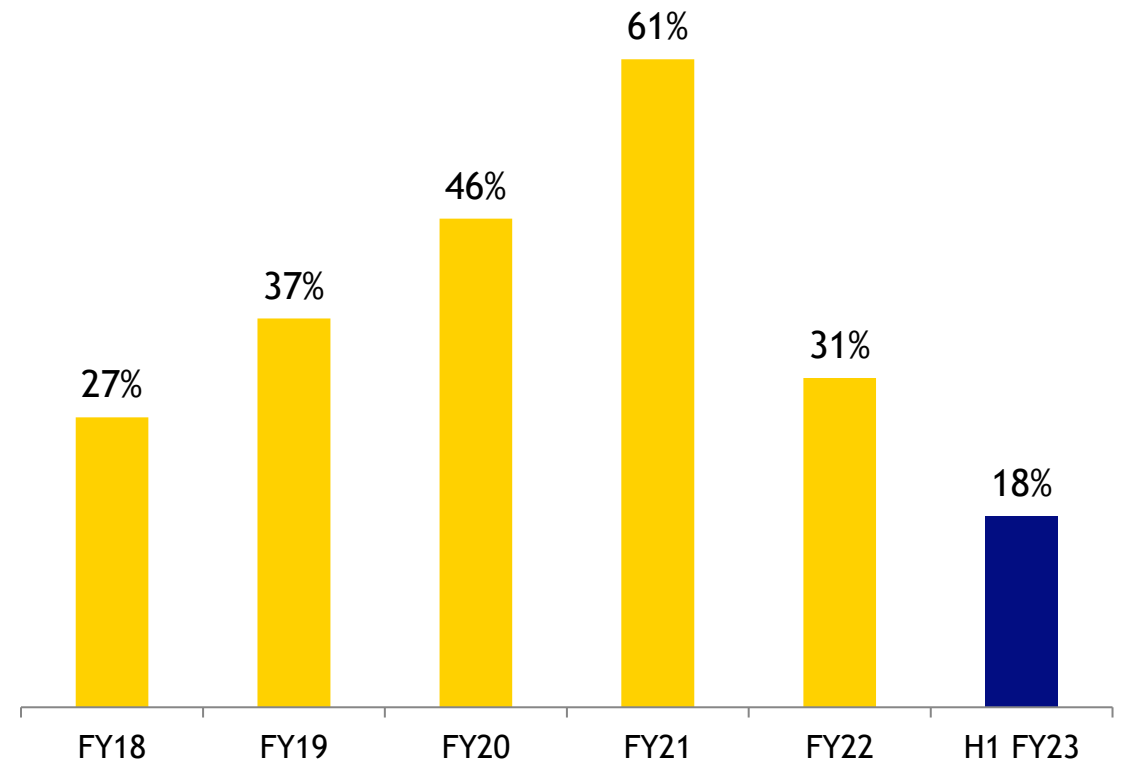


## Key Ratios

### ROE (TTM)



### ROCE (TTM)



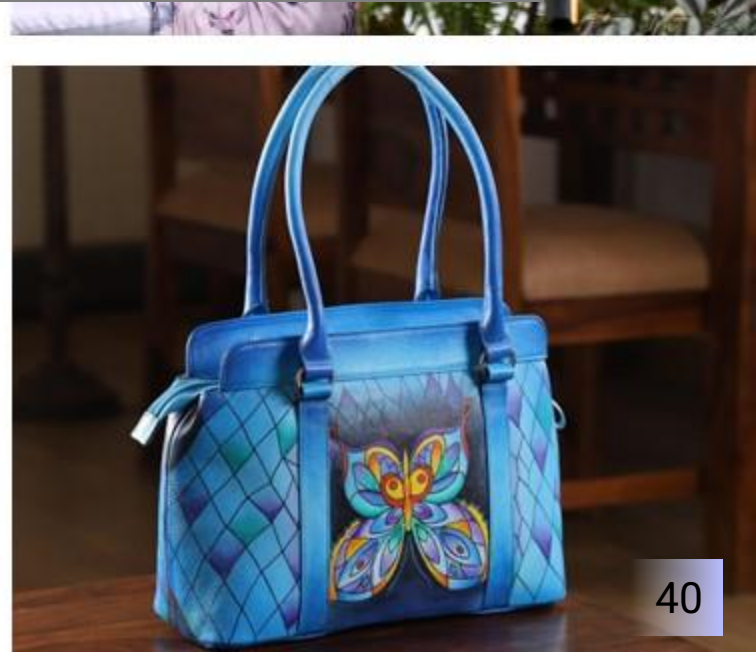
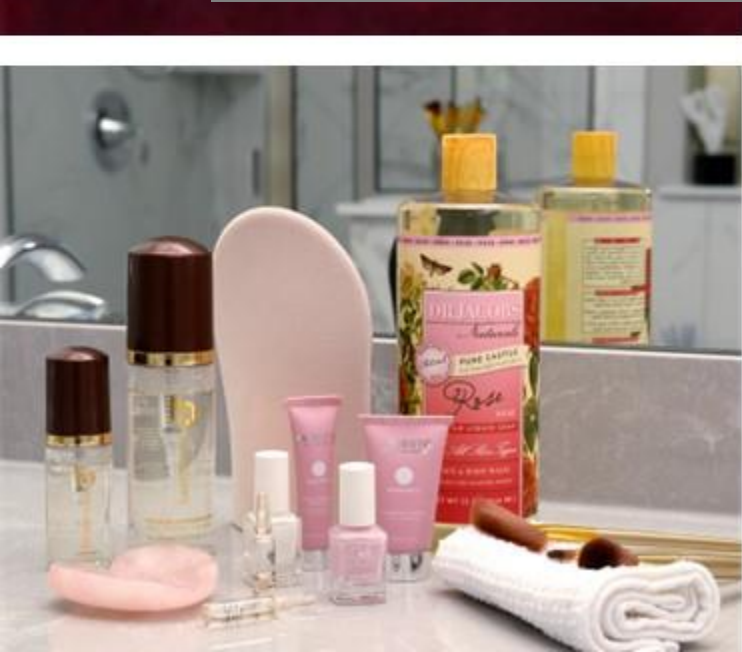
Return ratios reflect impact of lower profitability

**Note -**  
ROE – based on average net worth  
ROCE – based on average capital employed





# ANNEXURES

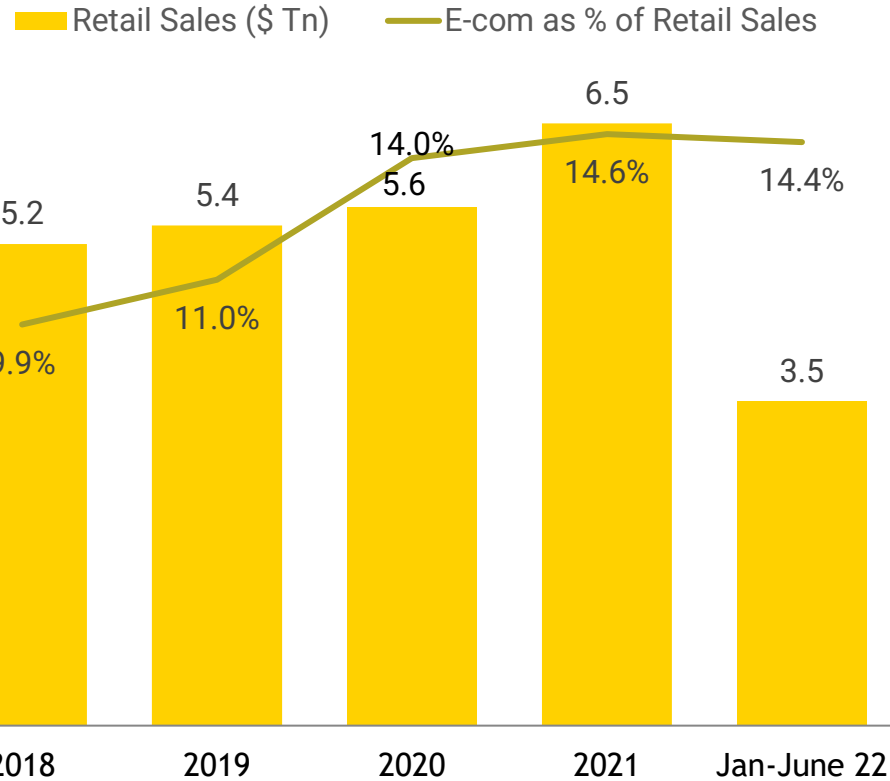


# UPDATES ON DIGITAL COMMERCE MARKETS

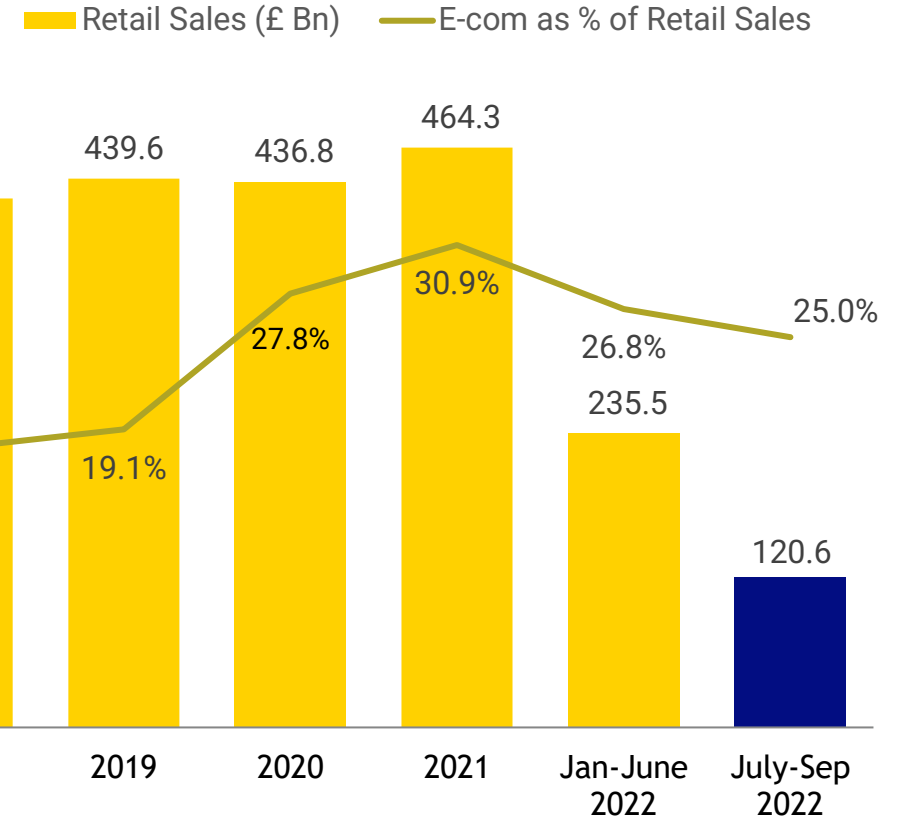


## Decent QoQ recovery amidst industry wide headwinds

### US Retail & E-com Sales\*



### UK Retail & E-Com Sales



5yrs CAGR (Q2):

Shop LC (US): 8%

Shop TJC: 13.1%

Source: United States Census Bureau [www.census.gov](http://www.census.gov). And Office for National Statistics [www.ons.gov.uk](http://www.ons.gov.uk)

\* This data is published with a time lag of 1 quarter

# ROBUST CORPORATE GOVERNANCE



H1 FY23

**Rs. 49.3** crores

Interim Dividend

## Dividend Payout Policy

- > 20-30% of consolidated free cash flow
- > Higher payout in special circumstances
- > Balance between resource conservation and shareholder reward

**B S R & Co. LLP**

Statutory Auditors

**DELOITTE**

Internal Auditors

**ICRA A**

(Stable Outlook)

**CARE A**

(Stable)

Credit Rating – Long-term

**ICRA A1**

Credit Rating – Short-term

**CARE A1**

## RECOGNITIONS & ACCOLADES

Excellence Award' for 'IGBC Performance Challenge  
2021 for Green Built Environment



LEED's GOLD Certificate



India, US, UK & China GPTW® Certified



IGJ Award- 2020  
(highest exporter of Silver Jewellery from India)



# SUSTAINABILITY INITIATIVES



## ENERGY

**Solar**  
3.23 MW

9.1 Mn KWH generated since inception

**EV**

84 2-Wheelers & 3 4-wheelers for employee commute

**LEED Certificate**

Shop LC-US' both buildings LEED's Gold certified



## WATER

**6100 KL** Rainwater harvested per annum

**7 KL** Water saved per day with the installation of low LPM faucets

**48 KL** Water recycled per day, which equals 17,500 kl. per year

**500 KL** 2 RWS Rainwater Storage Tanks

## BIODIVERSITY

**~26,000** Saplings planted for developing 2 Miyawaki forests

**~7,000** Additional saplings planted till date



## WASTE

**100%** conversion of bio-degradable waste (vegetables, food, leaves) into manure

**2,200 Kg** E-waste recycled

**~1,750 Kg** Plastic waste recycled

# COMMUNITY GIVEBACK



- > Till date Served **69 million** meals to underprivileged children through flagship One for One Program, **'Your Purchase Feeds...'**
- > Local charity partners
  - Akshaya Patra in India
  - No Kid Hungry and Backpack Friends in US
  - Magic Breakfast & Felix Project in UK



## **Social Initiatives during pandemic**

Providing resources for healthcare services:

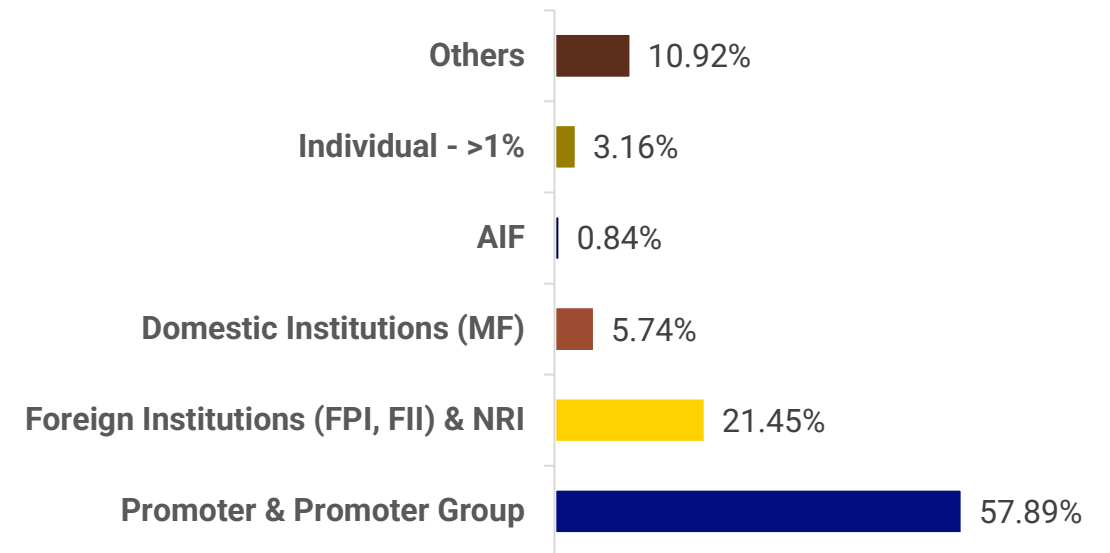
- > Distributed 117 Oxygen Concentrators, 31 BIPAP and other key medical equipment in hospitals
- > Facilitated procurement, transport and installation of oxygen plant in hospitals
- > Vaccination drives for employees and their families

# VGL SHAREHOLDER BASE: AS ON 30-SEPTEMBER-2022



Key Shareholders	Holding as on 30-Sep-22
Nalanda India Fund Limited	10.19%
Motilal Oswal Flexi Cap Fund	5.72%
Malabar India Fund Limited	5.40%
Vanguard	1.58%
Vijay Kedia	1.95%
Ashish Kacholia	1.21%
Government Pension Fund Global	0.33%

## Shareholding Pattern



# MANAGEMENT TEAM



**Mr. Sunil Agrawal**  
*Managing Director, VGL Group*



**Mr. Nitin Panwad**  
*Group CFO, VGL Group*



**Mr. Vineet Ganeriwala**  
*President, Shop LC (US)*



**Mr. Srikant Jha**  
*Managing Director,  
Shop TJC (UK)*



**Mr. Deepak Mishra**  
*Managing Director,  
Shop LC (Germany)*



**Mr. Ankur Sogani**  
*Vice President, Commercial,  
Shop LC (US)*



**Mr. Deepak Sharma**  
*Vice President, Operations,  
Shop LC (US)*



**Mr. Raj Singh**  
*Vice President, Supply Chain,  
VGL Group*



**Mr. Pushpendra Singh**  
*Vice President, Human  
Resources, VGL Group*



**Mr. Ashish Dawra**  
*Vice President, Global IT*



# Safe Harbour

This presentation contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Vaibhav Global Limited (VGL) and its affiliated companies’ future business developments and economic performance.

While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, government and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Vaibhav Global Limited undertakes no obligation to periodically revise any forward-looking statements to reflect future/likely events or circumstances.





# THANK YOU

For more information please contact:

Vineet Ganeriwala, President- Shop LC

[Vineet@shoplc.com](mailto:Vineet@shoplc.com)

+91-9358150010

Nitin Panwad, Group CFO

[Nitin.panwad@vglgroup.com](mailto:Nitin.panwad@vglgroup.com)

+91-9571364864

Prashant Saraswat, Head-IR

[Prashant.saraswat@vglgroup.com](mailto:Prashant.saraswat@vglgroup.com)

+91-8920609578