

Investment Value Proposition

Our aim is to offer our investors the power to make growth enabling and opportunistic choices. Our business focuses on creating long-term value, integrating shareholder expectations into our decision-making, and ensure that what is good for us is good for our fraternity of stakeholders.

GREAT PERFORMANCE, GREATER RETURNS

We demonstrated significant progress in financial and operational performance over the past few years. Our revenue grew at a 6-year CAGR of 8.49%, while operating profit generated a 6-year CAGR of 11.67%. We are looking at making substantial strides by FY 2023-24.

FINANCIAL TRAJECTORY ₹ in Cr

Net Revenue		Operating profit	
FY15	836	FY15	211
FY21	1111	FY21	376
6-year CAGR		6-year CAGR	
4.8%		10.1%	

EXPANDING HORIZONS

While our presence is established across 80% of India, our objective is to reach adult smokers across India.

In three years, we plan on having a pan-India network. Our investment plans directed towards building distribution infrastructure are already underway.

SIX-YEAR HORIZON GROWTH IN ADULT SMOKER BASE %

No. of consumers (Lakhs)

FY15	30
FY21	40
6-year growth	
33%	

STRONG FUNDAMENTALS

By investing in high-priority matters, we are continuously upgrading our manufacturing facilities and creating a fully integrated digital ecosystem.

VOLUME million cigarettes	CONSUMER SPENDS Cr
FY15: 7540	FY15: 2172
FY21: 7866	FY21: 4800
6-year growth: 4.3%	6-year CAGR: 14%

MARKET CAPITALISATION ₹ in Cr

FY15	2427
FY21	5233
6-year CAGR	
13.7%	

STRENGTHENING OUR ESG FOCUS

At VST, we are cognisant of the growing importance accorded to ESG in determining the quality of the business among investors. We are committed to strengthen our ESG initiatives moving forward.

Environment

- Half-yearly and annual EHS audits
- ISO 14001:2015 certification
- Migration audit from OHSAS 18001:2007 to new standard ISO 45001:2018 at Azamabad and Toopran premises

Social

- Active community participation
- Ensuring safety and well-being of our people during the pandemic. Providing them ample opportunities and the organisational platform to learn, grow and fulfil their career aspirations

Governance

- Well-diversified Board that ensures compliance in letter and spirit coupled with best practices in corporate governance