



VAIBHAV GLOBAL LIMITED

Ref: VGL/CS/2024/76

Date: 01st August, 2024

**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: Press Release

Dear Sir / Madam,

Please find enclosed press release titled “**Vaibhav Global Limited Q1 FY25 Financial Results**”

This is for your information and record.

Thanking you,

Yours Truly,

For Vaibhav Global Limited

Sushil Sharma
Company Secretary
M.No.: FCS - 6535



Vaibhav Global Limited

Q1 FY25 Financial Results

Steady Growth Momentum

Declared first interim dividend of Rs. 1.50 per equity share

Jaipur, August 1, 2024: Vaibhav Global Limited (VGL), a global E-tailer of Fashion Jewellery, Lifestyle Products, Apparels, and Accessories on proprietary Home Teleshopping Channels and Digital Platforms, announced its financial results for the first quarter ending June 30, 2024.

Financial Performance Highlights:

Q1 FY25 performance overview:

- **Revenue:** Q1 revenue growth of 15% YoY
- **Volume growth:** 20% YoY
- **Digital revenue mix:** 40% of B2C revenue
- Better pricing, favourable product mix and efficient sourcing led **gross margins** to **66.1%**
- **EBITDA** margin of **8.7%**
- **PAT** for the quarter: Rs. 27 crores
- **ROCE** at 17% and **ROE** at 10%
- **Strong balance sheet:** Net cash positive balance of **Rs. 158 crores**

Key Business Matrices:

- **Unique Customers (TTM basis): 6.4 lakhs.** 5 years CAGR of 13%
- **New Registrations & Acquisition: 3.3 lakhs**
- **Ideal World:** Profitable on a direct cost basis
- Awarded with '**IGJ Award**' by 'The Gems & Jewellery Export Promotion Council (GJEPC)' for being '**Highest Exporter of Cut & Polished Coloured Gemstones during FY23**'
- '**Your Purchase Feeds...**': Over 90 million meals donated since inception



Commenting on the performance for Q1 FY25 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited, said,

In accordance with our stated guidance, we achieved a 15% year-over-year revenue growth. Improved realizations, favourable product mix and efficient sourcing led to stronger gross margins. Our investments in digital initiatives and optimized G&A expenses support long-term value creation while maintaining profitability. Our unique customer base has reached an all-time high of 636,000.

We maintain a strong balance sheet with a net cash positive balance of ₹158 crores. We reaffirm our full-year revenue guidance of 14% to 17% along with operating leverage. The Board has declared first interim dividend of ₹1.5 per equity share, representing a 90% payout.

- ENDS -

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 ~130 million households (FTE) through its TV home shopping networks – Shop LC in US, Shop TJC & Ideal World in UK and Shop LC in Germany. The Company's ecommerce websites www.shoplc.com & <https://mindfulsouls.com/> in the US, www.tjc.co.uk & www.idealworld.tv/ 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 90 million meals in US, UK, Germany, and India at a run rate of ~57,000 meals being donated every school day since program's inception.

For further information, please contact:

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Safe Harbor

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Vaibhav Global Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.