



VAIBHAV GLOBAL LIMITED

Ref: VGL/CS/2024/111

Date: 11th November, 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 Q2 FY25 Financial Results**”.

Kindly take the same on record.

Thanking you,

Yours Truly,

For Vaibhav Global Limited

(Yashasvi Pareek)
Compliance Officer
ACS – 39220

Encl.: a/a



Vaibhav Global Limited

Q2 FY25 Financial Results

Delivering Sustained Performance

Declared second interim dividend of Rs. 1.50 per equity share

Jaipur, November 11, 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 second quarter and half-year ending September 30, 2024.

Financial Performance Highlights:

Q2 FY25 performance overview:

- **Revenue:** Q2 revenue growth of 13% YoY
- **Volume growth:** 9.3% YoY
- **Digital revenue mix:** 39% of B2C revenue
- Improved realization and favorable product mix, supported by in-house supply chain led **gross margins to 63.5%**
- **EBITDA margin of 8.7%**
- **PAT for the quarter:** Rs. 28 crores
- **ROCE at 17% and ROE at 10%**
- **Strong balance sheet:** Net cash positive balance of **Rs. 100 crores**

Key Business Matrices:

- **Unique Customers (TTM basis): 6.8 lakhs**
YoY growth of **51%** (6% ex-acquisition)
- **New Registrations & Acquisition: 4.0 lakhs**
- **Ideal World:** Profitable on a direct cost basis
- Conferred with '**Excellence in Sustainability / Climate Action Award**' by '**Indo-American Chamber of Commerce (IACC)**'
- Honoured with '**Environment Stewardship Award: Nature Conservation and Regeneration**' by the '**Jewellery World Awards (JWA)**' at **Jewellery & Gem WORLD Hong Kong (JGW)**, September 2024
- '**Your Purchase Feeds...**': Over 93 million meals donated since inception



Commenting on the performance for Q2 FY25 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited, said,

In Q2, we achieved 13% year-over-year revenue growth, aligning with our stated guidance. We maintained gross margins at 63.5%, supported by our strategic pricing and a favourable product mix. Our investments towards scaling digital businesses, acquisition of new households and operational efficiencies continue to support business growth while maintaining profitability. Our unique customer base has once again reached an all-time high of 682,000. We are also celebrating the first anniversary of acquiring Ideal World and Mindful Souls BV. Both the businesses are performing as expected and are positioned for a stronger outlook.

Our balance sheet remains strong with a net cash position of ₹100 crores. We are on track to meet our full-year revenue guidance of 14% to 17% with operating leverage. Additionally, the Board has declared second interim dividend of ₹1.5 per equity share, representing 89% 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 93 million meals in US, UK, Germany, and India at a run rate of ~54,000 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.