



VAIBHAV GLOBAL LIMITED

Ref: VGL/CS/2025/18

Date: 30th January, 2025

**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 Q3 FY25 Financial Results**”

Kindly take the same on record.

Thanking you,

Yours Truly,

For Vaibhav Global Limited

(Yashasvi Pareek)
Company Secretary
ACS – 39220

Encl.: a/a



Vaibhav Global Limited

Q3 FY25 Financial Results

Strong Quarter | Promising Outlook

Declared third interim dividend of Rs. 1.50 per equity share

Jaipur, January 30, 2025: 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 third quarter ending December 31, 2024.

Financial Performance Highlights:

Q3 FY25 performance overview:

- **Achieved highest ever quarterly sales** of Rs. 977 crores with YoY growth of **10%**
- **Digital revenue mix:** 40% of B2C revenue
- Market leading gross margins of **61.3%**
- **EBITDA margin** of **11.5%**
- **Healthy operating leverage:** Achieved PAT of Rs. 64 crores, YoY growth of 36%
- **ROCE** at 18% and **ROE** at 11%
- **Strong balance sheet:** Net cash position of **Rs. 106 crores**

Key Business Matrices:

- **Unique Customers (TTM basis): 6.98 lakhs**
YoY growth of **30%** (6% ex-acquisition)
- **New Registrations & Acquisition: 4.1 lakhs**
- **Retention Rate: 43%**
- **Repeat Purchase: 22 pieces**
- **Germany:** Achieved EBITDA level breakeven point
- **Ideal World:** Achieved full cost profitability
- Conferred with '**IGJ Award**' for '**Highest Exporter of Cut & Polished Coloured Gemstones during FY 2023-24**'
- '**Your Purchase Feeds...**': Over 97 million meals donated since inception



Commenting on the performance for Q3 FY25 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited, said,

This quarter we achieved highest ever quarterly sales of Rs. 977 crores showing a 10% YoY revenue growth. Also, our group has achieved an all-time unique customer base of 698 K. We are also pleased to share that during the quarter, as guided, Germany operations have reached the break-even at the EBITDA level with Ideal World also turning profitable on full-cost basis. This has resulted in a much stronger operating leverage for us with PAT growing by 36% YoY. Our balance sheet continues to be strong with net cash position of Rs 106 crores.

Our Outlook remains promising and compelling. We are confident in our ability to sustain the growth momentum profitably.

- 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 ~127 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 97 million meals in US, UK, Germany, and India at a run rate of ~69,000 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.