



# Vaibhav Global Limited

## Q1 FY24 Financial Results

*Recovery with agility & optimism*

*Declared interim dividend of Rs. 1.50 per equity share*

**Jaipur, August 2, 2023:** Vaibhav Global Limited (VGL), a global E-tailer of Fashion Jewellery, Apparels, Lifestyle Products and Accessories on TV and Digital Platforms, announced its financial results for the first quarter ending June 30, 2023.

### **Financial Performance Highlights:**

#### **Q1 FY24 performance overview**

- Revenue:
  - Q1 revenue growth of 4.8% YoY.
  - 5 years CAGR stays healthy at 11%.
- Digital Revenue Mix: 38% of B2C revenue.
- Industry leading Gross Margins at 61.2%.
- Substantial improvement in EBITDA owing to efficient pricing and cost rebase.
- PAT for the quarter is Rs. 30 crores as against Rs. 20 crore last year.
- ROCE at 16% and ROE at 9%.
- Declared an interim dividend of Rs 1.50 per share (face value of Rs. 2 each).

### **Key Recent Development:**

- **Unique Customers: 4.4 lakhs**  
Lower by 11% YoY. 5 years CAGR of 6%.
- **New registrations: 3.1 lakhs**  
3% down YoY. Healthier CAGR of 16% over 5 years period.
- **Digital strengthening:** 56% of new customers acquired digitally.
- **'Your Purchase Feeds...':** Over 78 million meals donated since inception.
- Awarded with **'India Risk Management Award'** by ICICI Lombard and CNBC-TV18
- SEZ unit conferred with **'Net Zero Energy Building'** by Indian Green Building Council (IGBC)



**Commenting on the performance for Q1 FY24 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited said,**

*Decent revenue growth of 4.8% YoY. Our 5-year CAGR stays healthy at 11%, suggesting robustness of our business model. Substantial YoY improvement in EBITDA is on account of operational efficiencies and cost rebase initiatives. Our continued market share gain across territories demonstrates our agility.*

*Our outlook for the future remains positive and we are confident to deliver 8-10% revenue growth in FY24 and mid-teens revenue growth in subsequent periods with strong operating leverage.*

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**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 ~141 million households (FTE) through its TV home shopping networks – Shop LC in US, Shop TJC in UK and Shop LC in Germany. The Company’s ecommerce websites [www.shoplc.com](http://www.shoplc.com) in the US, [www.tjc.co.uk](http://www.tjc.co.uk) in the UK and [www.shoplc.de](http://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 78 million meals in US, UK, Germany, and India at a run rate of 48,000 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.*