



Vaibhav Global Limited

Q2 FY24 Financial Results

Resilient. Agile. Expanding.

Declared 2nd interim dividend of Rs. 1.50 per equity share

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

Financial Performance Highlights:

Q2 FY24 performance overview

- **Revenue:** Q1 revenue growth of 9.1% YoY.
- **Digital Revenue Mix:** 39% of B2C revenue.
- Industry leading **Gross Margins** at **61.4%**.
- **EBITDA margin** of **9.5%**. YoY higher by **29%**.
- Improvement in profitability margins owing to **better pricing** and **operational efficiencies**.
- **PBT** for the quarter is Rs. 41 crores, higher by **33% YoY** reflecting operating leverage.
- ROCE at 16% and ROE at 10%.
- Declared second interim dividend of Rs 1.50 per share.

Key Recent Development and Business Matrices:

- Acquired assets of **Ideal World-** a leading teleshopping brand in the UK with a legacy of over 21 years.
- Acquired **Mindful Souls BV**, an e-commerce company dealing in subscription based online sales of fashion jewellery, gemstone, and lifestyle products.
- **Unique Customers (TTM basis): 4.5 lakhs**
5 years CAGR of 7%.
- **New registrations (TTM basis): 3.1 lakhs**
5 years CAGR of 13%.
- **Digital strengthening:** 54% of new customers acquired digitally on TTM basis.
- **'Your Purchase Feeds...':** Over 81 million meals donated since inception.



Commenting on the performance for Q2 FY24 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited, said,

Healthy revenue growth of 9.1% YoY. Focus on operational efficiencies and better pricing resulted in improved profitability margins. Recent acquisitions to create synergies, strengthen our digital businesses and continue market share gains.

To deliver 13%-15% revenue growth in FY24 and high-teens growth in FY25 with decent operating leverage. Remain confident to maintain revenue growth in mid-teens range in mid to long term period.

- 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 ~139 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 in the US, www.tjc.co.uk 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 81 million meals in US, UK, Germany, and India at a run rate of 46,000 meals being donated every school day since program’s inception.

For further information, please contact:

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