



Vaibhav Global Limited

Q3 FY24 Financial Results

Strong Performance with Promising Outlook
Declared 3rd interim dividend of Rs. 1.50 per equity share

Jaipur, January 30, 2024: 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 third quarter ending December 31, 2023.

Financial Performance Highlights:

Q3 FY24 performance overview

- **Revenue:** Q3 revenue growth of 23% YoY.
- **Digital Revenue Mix:** 40% of B2C revenue.
- Industry leading **Gross Margins** at **62.4%**.
- **EBITDA margin** of **11.1%**. YoY higher by **30%**.
- **PBT** for the quarter is Rs. 72 crores, higher by **32% YoY**.
Improvement in margins owing to **better gross margins** and **operating leverage**.
- ROCE at 18% and ROE at 11%.
- Declared third interim dividend of Rs 1.50 per share.

Key Recent Development and Business Matrices:

- **Ideal World:** Profitable in Q3 FY24 on a direct cost basis.
- **Mindful Souls BV:** Operating profitably with 10% PBT margin.
- **Unique Customers (TTM basis): 5.4 lakhs**
5 years CAGR of 9%.
- **'Your Purchase Feeds...':** Over 84 million meals donated since inception.



Commenting on the performance for Q3 FY24 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited, said,

Strong operational performance with revenue growth of 23% YoY. Better gross margins along with operating leverage led to improved profitability margins. We reiterate our guidance of 13% to 15% topline growth in FY24 and high teen range in FY25 with decent operating leverage.

Having achieved market leading growth, we are optimistic about our prospects and believe that the outlook remains promising and compelling.

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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 ~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 84 million meals in US, UK, Germany, and India at a run rate of ~66,000 meals being donated every school day since program's inception.

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