



Vaibhav Global Limited

Q4 FY24 Financial Results

Sustained Growth Momentum

Recommended final dividend of Rs. 1.50 per equity share

Jaipur, May 23, 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 fourth quarter and financial year ending March 31, 2024.

Financial Performance Highlights:

Q4 FY24 performance overview

- **Revenue:** Q4 revenue growth of 14% YoY.
- **Volume Growth:** 26% YoY.
- **Digital Revenue Mix:** 39% of B2C revenue.
- Better realization led **Gross Margins** to **62.7%**.
- **EBITDA margin** of **8.1%**. YoY higher by **15%**.
- **PBT** for the quarter is Rs. 36 crores, higher by **18% YoY**.
- **ROCE** at 19% and **ROE** at 10%.
- **Lean balance sheet:** Net cash positive balance of **Rs. 167 crores**.
- **Robust cash generating business model:** Free cash flow and operating cash flow of Rs. 230 crores and Rs. 270 crores respectively.

Key Recent Development and Business Matrices:

- **Ideal World:** Profitable in H2 FY24 on a direct cost basis.
- **Mindful Souls BV:** Operating profitably with 10% PBT margin.
- **Unique Customers (TTM basis):** **5.8 lakhs**. 5 years CAGR of 11%.
- **'Your Purchase Feeds...':** Over 87 million meals donated since inception.



Commenting on the performance for Q4 FY24 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited, said,

In line with our stated guidance, we demonstrated healthier operational performance with a revenue growth of 14% and 13% during Q4 and FY24 respectively. Higher gross margins drove overall profitability. We foresee continued momentum in FY25 and beyond.

Positioned to capitalize on future growth opportunities, generate robust cash flows, and deliver meaningful returns to stakeholders.

- 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 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 87 million meals in US, UK, Germany, and India at a run rate of ~56,000 meals being donated every school day since program’s inception.

For further information, please contact:

Prashant Saraswat, Head- Investor Relations
Kashish Hartalkar, Corporate Communications
Vaibhav Global Ltd.
M: +91- 8920609578; +91-9834520232
Email: Prashant.saraswat@vglgroup.com;
Kashish.hartalkar@vaibhavglobal.com

Amit Sharma / Disha Shah
Adfactorspr Pvt. Ltd.
M: +91 9867726686; 96990 60134
Email: amit.sharma@adfactorspr.com
disha.shah@adfactorspr.com

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.