



VAIBHAV GLOBAL LIMITED

Ref: VGL/CS/2025/49

Date: 22nd May, 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 Q4 FY25 Financial Results**”

Kindly take the same on record.

Thanking you,

Yours Truly,

For Vaibhav Global Limited

(Yashasvi Pareek)

Company Secretary & Compliance Officer

M. No.: A39220

Encl: as above



Vaibhav Global Limited

Q4 FY25 Financial Results

Driving Profitable Growth with Agility

Recommended final dividend of Rs. 1.50 per equity share (65% Annual Payout)

Jaipur, May 21, 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 fourth quarter and financial year ending March 31, 2025.

Financial Performance Highlights:

FY25 performance overview:

- **Revenue:**
Q4 revenue of ₹850 crores, up **8% YoY**.
FY25 revenue of ₹3,380 crores, up **11% YoY**.
- **Gross margin:** Q4: 62.1% | FY25: 63.1% (+110 bps YoY)
- **EBITDA margin:** Q4: 8.3% | FY25: 9.4% (-30 bps YoY)
- **Profit After Tax (PAT):** Q4: ₹34 crores, up 62% YoY | FY25: ₹153 crores, up 21% YoY
- Robust balance sheet with **net cash position of ₹170 crores**
- ROCE at **19%** and ROE at **12%**
- **Digital revenue mix:** 41% of B2C revenue
- In-house brands' sales mix: **32% of B2C revenue**

Key Business Metrics:

- **Unique customers:** 7.1 lakhs, up **21% YoY** (7% excl. acquisitions)
- **New customer acquisitions (TTM):** 4.1 lakh
- **Customer retention rate** improved to **44%**
- Repeat purchase: **22 pieces per customer**
- Germany operations achieved EBITDA breakeven for the quarter
- **ESG:**
 - **'Your Purchase Feeds...':** Over 100 million meals donated since inception
 - **'Strong' ESG rating (Score: 72)** from ICRA ESG Ratings Limited
 - **Great Place to Work®** certified across India, US, UK, Germany, and China
 - Recognized as **'India's Best Workplaces in Manufacturing 2025'**



Commenting on the performance for Q4 FY25 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited, said,

“We closed the quarter with ₹850 crores in revenue, an 8% YoY growth. Our unique customer base crossed 7.1 lakh- the highest ever for the Group. Germany remained EBITDA breakeven for the quarter, and Ideal World continued its growth momentum. Digital now contributes 41% of overall sales, and PAT grew 62% YoY, supported by operating leverage and cost efficiencies. The balance sheet remains strong with a net cash position of ₹170 crores.

The outlook remains compelling and promising. For FY26, we expect revenue growth of 8–12%, with further upside in the following years along with a healthy degree of operating leverage.”

– 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/ and www.rachelgalley.com 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 100th million meals in US, UK, Germany, and India at a run rate of ~57,000 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/Nishita Bhatt / Shruti Jain
Adfactors Pvt. Ltd.
M: +91 9867726686; 8691998270; 976899722
Email: amit.sharma@adfactorspr.com;
nishita.bhatt@adfactorspr.com;
shruti.jain@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.