



March 07, 2025

To,
BSE Limited
Corporate Relationship Dept.
Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai – 400 001.

Ref: Scrip Code. 543995

National Stock Exchange of India Limited
The Listing Department
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex Bandra (East),
Mumbai – 400 051
Ref: NSE Symbol - MVGJL

Sub: Submission of replies given to Investors for the queries raised post Investor Call.

We hereby inform that after the Earnings Conference Call held post the announcement of results of the third quarter of FY 2024-25 on **Wednesday, February 12, 2025 at 10.00 A.M. (IST)**. In connection with the said earnings conference call, we had received queries from investors for which we gave replies.

The queries received from Investors along with the replies given are attached as **Annexure 1**.

You are requested to take the aforesaid information on your record.

Thanking you,

Yours Sincerely,

For Manoj Vaibhav Gems 'N' Jewellers Limited

Bandari Shiva Krishna
Company Secretary & Compliance Officer
M No: F11172

MANOJ VAIBHAV GEMS 'N' JEWELLERS LIMITED

Regd. Office: #47-15-8, V Square, Zone-A, Opp: TSR Complex, Station Road, Dwarakanagar, Visakhapatnam, Andhra Pradesh India, 530016
Corporate Office: # 47-10-19, 2nd Lane, Dwarakanagar, Visakhapatnam - 530 016, Andhra Pradesh, India, Phone: +91 891 663 7777
E mail: info@vaibhavjewellers.in; Website: www.vaibhavjewellers.com. CIN: L55101AP1989PLC009734



Annexure 1

1. **Query-** What would be the quantity of sales of gold and silver in kgs of quarter 3 and 9 months?

Reply:-

(In kg)

Particulars	3ME 31.12.2024	9ME 31.12.2024
Gold	597	2137
Silver	1845	6148

2. **Query.** Gold and silver quantity as on Dec 2024 vs Dec 2023

Reply:-

(In kg)

Particulars	31.12.2024	31.12.2023
Gold	1,690	1,549
Silver	6,550	5,727

3. **Query.** Inventory as on Dec 2024 vs Dec 2023; Inventory per store

Reply:-

(Rs. In crs)

Store	31.12.2024	31.12.2023
Total inventory	1,225.64	1,020.37
Average inventory per store	81.71	92.76

4. **Query.** What is the SSSG for Q3FY25 vs Q3FY24 and 9MFY25 vs 9MFY24?

Reply:-

Store	3M 31.12.2024	9M 31.12.2024
SSSG stores growth	-0.26%	1.22%

5. **Query.** Average sales per day for Q3 FY25, 9M FY25 and FY24

(Rs. In crs)

Particulars	3M 31.12.2024	9M 31.12.2024	FYE 31.03.2024
Average sales per day	5.41	6.11	5.87

6. **Query.** Product mix: studded vs jewelry for FY24 and 9MFY25

(Rs. In crs)

Particulars	9M 31.12.2024	FYE 31.03.2024
Studded jewellery	23.38%	22.39%
Plain jewellery	76.62%	77.61%
	100%	100%

MANOJ VAIBHAV GEMS 'N' JEWELLERS LIMITED

Regd. Office: #47-15-8, V Square, Zone-A, Opp: TSR Complex, Station Road, Dwarakanagar, Visakhapatnam, Andhra Pradesh India, 530016

Corporate Office: # 47-10-19, 2nd Lane, Dwarakanagar, Visakhapatnam - 530 016, Andhra Pradesh, India, Phone: +91 891 663 7777

E mail: info@vaibhavjewellers.in; Website: www.vaibhavjewellers.com. CIN: L55101AP1989PLC009734



7. Query. Q3FY25 / 9MFY25 vs Q3FY24 /9MFY24 Revenue contribution

i) Store wise revenue contribution if possible;

We appreciate your interest in store-wise sales data. However, this information is commercially sensitive and forms part of our internal strategic insights. As a policy, we disclose performance at an aggregate level, ensuring transparency while safeguarding competitive positioning. We remain committed to providing relevant operational updates to our stakeholders.

ii) 2 newly opened stores' (Mar'24) revenue contribution, and

(Rs. In crs)

Particulars	3ME 31.12.2024	9ME 31.12.2024
2 newly opened stores (Mar'24)	13.42	45.8

iii) Flagship store revenue

(Rs. In crs)

Particulars	3ME 31.12.2024	9ME 31.12.2024	3ME 31.12.2023	9ME 31.12.2023
V Square	313.37	1078.68	314.56	1041.95

8. Query. Total showrooms and number of showrooms in the pipeline

Reply- As on 31.12.2024, all format showrooms 17 nos, 1 more showroom opened in Feb, 25. 3 showrooms are in pipeline

9. Query. What was the quantity of gold and silver sold (in kilograms) in Q3FY25 & Q3FY24 and 9M-FY25

Reply:-

(In kg)

Period	Gold	Silver
Q3-FY24	724	2,110
Q3-FY25	597	1,845
9M-FY24	2,467	7,404
9M-FY25	2,137	6,148

10. Query. What were the sales in these two stores opened in March 2024 (Rajam and Mancherial) from the total sales of Rs.498 Crs. in Q3-FY25 & Rs.1679 Crs 9MFY25?

Reply:-

Period	Rajam & Mancherial
Q3-FY25 (Total Rs.498 Crs)	13.42
9M-FY25 (Total Rs.1679 Crs)	45.8

MANOJ VAIBHAV GEMS 'N' JEWELLERS LIMITED

Regd. Office: #47-15-8, V Square, Zone-A, Opp: TSR Complex, Station Road, Dwarakanagar, Visakhapatnam, Andhra Pradesh India, 530016

Corporate Office: # 47-10-19, 2nd Lane, Dwarakanagar, Visakhapatnam - 530 016, Andhra Pradesh, India, Phone: +91 891 663 7777

E mail: info@vaibhavjewellers.in; Website: www.vaibhavjewellers.com. CIN: L55101AP1989PLC009734



11. Query. As of 31st March 2024, the company had Rs.228 Crs in customer advances. Please provide the number of customers associated with these advances, as well as comparable figures for customer advances and the number of customers as of 31st December 2024?

Reply:-

Period	Customer Advances	No. of Customers
March 31, 2024	Rs.228 Crs	86,192
December 31, 2024	Rs.219 Crs	79,326

12. Query. What was the total value & volume (In Kgs) of inventory held by the company as of December 31, 2024?

Reply:-

Particulars	Value (In Crs)	Volume (In Kgs)
Gold	1,110	1,690
Silver	50	6,550
Others	66	NA
Total	1,226	8,240

MANOJ VAIBHAV GEMS 'N' JEWELLERS LIMITED

Regd. Office: #47-15-8, V Square, Zone-A, Opp: TSR Complex, Station Road, Dwarakanagar, Visakhapatnam, Andhra Pradesh India, 530016

Corporate Office: # 47-10-19, 2nd Lane, Dwarakanagar, Visakhapatnam - 530 016, Andhra Pradesh, India, Phone: +91 891 663 7777

E mail: info@vaibhaviorjewellers.in; Website: www.vaibhaviorjewellers.com. CIN: L55101AP1989PLC009734