



Caution regarding forward-looking statements

This document contains statements about expected future events and financial and operating results of Vaibhav Global Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements will not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the management's discussion and analysis of the Vaibhav Global Limited Annual Report FY 2019-20. The results of FY 2019-20 contain the impact of the COVID-19 pandemic across the last quarter, as a result of which the financial numbers of FY 2019-20 and FY 2018-19 may not be strictly comparable.

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Our Purpose Delivering Joy

At Vaibhav Global Limited (VGL), we see ourselves as a Company that markets fashion jewellery, accessories, lifestyle and essential products to consumers in two of the most exciting economies of United States and United Kingdom.

Over time, these product categories have evolved; within these categories, the product mix has kept transforming in line with what consumers have wanted to buy.

In a business marked by a large number of variables, one consistent constant is our overarching purpose encapsulated in two words.

Delivering Joy.







The World of Vaibhav Global Limited (VGL)

Where we have successfully combined outstanding product sourcing with TV and online marketing.

Where we have created an extensive value-chain that has demonstrated business sustainability across market cycles.

Where we have created highly engaged teams, evidenced by three of four major VGL units being certified as Great Places to Work.

Where every employee is focused on growing the business while consistently reducing our carbon footprint.

Where every unit sold results in a meal provided to a school going child.



Vaibhav Global Limited (VGL) at a Glance

Vision Be the Value der in Electronic

Leader in Electroni Retailing of jewelle and Lifestyle Products

Mission

Through the delivery of high quality, affordable products, made possible by our low cost direct sourcing we change the world and touch people's lives one piece at a time!

Core values

Team Work Honesty

Commitment

Passion Positive Attitude

Who we are

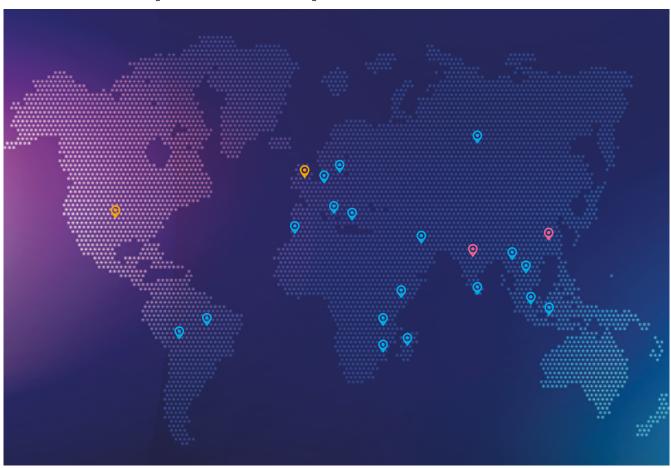
Vaibhav Global Limited (VGL) was established in 1980 by Mr. Sunil Agrawal (the Company was known then as Vaibhav Enterprises). The Company is a global retailer of fashion jewellery, accessories and lifestyle products.

VGL is respected for a superior customer value proposition delivered through deep value, low cost and quality products. These products are marketed through home shopping TV, e-commerce platforms, marketplaces and social media.

VGL is listed on BSE and NSE in India. Our market capitalisation as on 31st March, 2020 stood at ₹2,491 crore. Index - S&P BSE 500; NIFTY 500.

Our Global Presence

Retail markets
 Sourcing countries
 Manufacturing countries



Shop LC (US) TJC (UK)

Sourcing countries

India • China • Thailand • Indonesia • Tanzania • Russia • Morocco • Myanmar • Madagascar • Bolivia • Kenya • Brazil • Sri Lanka • US • UK • Mozambique • Germany • Italy • Turkey • Poland • Singapore • UAE

Manufacturing countries





Our Robust Omni-Channel Network

Making VGL accessible, available and affordable



MANAGEMENT REVIEW





VGL. Delivering Joy to Consumers





Sukriti Rustic Orange Leather Santa Fe Style Hand Painted Kokopelli and Wolf Shoulder Bag

"Beautiful purses. Because of LC prices I now own a hand painted purse. I have wanted one for years, and my 85 year old aunt loves it so much that I gave her one too. Glad I bought 2. Thank you LC." Submitted on 10th March, 2020 by Dee O.



Set of 21- Lightweight Nonwoven Disposable 3 Ply Face Mask

"Shop LC has a special place in my heart. Now other networks are starting to sell these masks at insane prices. I doubt they donate to hospitals like LC does. Or provide meals to hungry children. I like that they are conveniently packaged in different quantities. I give them away to friends and keep some for myself! Thanks Shop LC." Submitted on 9th June, 2020 by Sabrina M.



Shungite 11-13 mm Premium Size Beaded Stretch Bracelet

"I was happy to receive it, and it feels so natural. I was not aware of the healing power of shungite, and will wear it every day! I have enjoyed watching your show, and the merchandise you sell is wonderful."

Submitted on 18th June, 2020 by Heather G.



Sunset CBD Body Lotion

"Just received this product. It works well, hydrates my skin. It has a pleasant smell. Another great product at a very reasonable price. Love my LC!" Submitted on 18th April, 2020 by Carol K.