



# VAIBHAV GLOBAL LIMITED

**Ref: VGL/CS/2025/83**

**Date: 5<sup>th</sup> August, 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**

**Sub: Press Release**

Dear Sir / Madam

Please find enclosed press release titled as below:

**“Vaibhav Global Limited Q1 FY26 Financial Results”**

Kindly take the same on record.

Yours Truly,

**For Vaibhav Global Limited**

**Yashasvi Pareek**

**Company Secretary & Compliance Officer**

**M. No.: A39220**

*Encl: as above*



# Vaibhav Global Limited

## Q1 FY26 Financial Results

*Scaling with Resilience and Strategic Focus*

*Declared first interim dividend of Rs. 1.50/ equity share (66% Annual Payout)*

**Jaipur, August 5, 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 first quarter ending June 30, 2025.

### Financial Performance Highlights:

#### Q1 FY26 performance overview:

- **Revenue:** Q1 revenue of ₹814 crores, up **8% YoY**.
- **Strong gross margin:** 63.8% led by advance inventory planning (amidst tariff concern) and favorable product mix.
- **EBITDA margin:** 9.2% (**+50 bps YoY improvement** led by cost rationalization and operating leverage).
- **Profit After Tax (PAT):** ₹38 crores, up 37% YoY.
- Robust balance sheet with **net cash position of ₹174 crores**
- ROCE at **19%** and ROE at **12%**
- **Digital revenue mix:** 43% of B2C revenue.
- In-house brands' sales mix: **36%** of B2C revenue vs 26% in Q1 FY25.

### Key Business Metrics:

- **Unique customers:** All-time highest- **7.13 lakhs**, up 12% YoY.
- **New customer acquisitions (TTM):** 4.0 lakh.
- **Customer retention rate** improved to **42%**
- **Repeat purchase:** 22 pieces per customer
- **ESG:**
  - **'your purchase feeds...':** Over 103 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.
  - **RJC (Responsible Jewellery Council) certified:** Reaffirms our commitment to responsible, ethical, and sustainable practices across the supply chain.
  - **Credit ratings upgradation:** Both short and long-term ratings upgraded, reflecting the strength of our balance sheet and our capability to generate cashflows.



**Commenting on the performance for Q1 FY26 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited, said,**

*"We reported ₹814 crores in revenue in Q1, showing 8% year-over-year growth, with strong gross margins at 63.8%. Our digital business continues to scale and now accounts for 43% of B2C revenue. Our unique customer base reached an all-time high of 713,000, reflecting sustained momentum in both acquisition and retention. Germany showed improved y-o-y performance, and we remain confident of achieving EBITDA profitability there in FY26.*

*Given the evolving macro environment and recent tariff developments, we are revising our FY26 revenue growth guidance to 7–9%. However, we remain optimistic that the resolution of the tariff issue along with macro improvement could unlock additional upside. Our integrated, agile model positions us well for sustainable growth."*

**– 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](http://www.shoplc.com) & <https://mindfulsouls.com/> in the US, [www.tjc.co.uk](http://www.tjc.co.uk), [www.idealworld.tv/](http://www.idealworld.tv/) and [www.rachelgalley.com](http://www.rachelgalley.com) in the UK and [www.shoplc.de](http://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 103 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:**

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**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.*