



VAIBHAV GLOBAL LIMITED

Ref: VGL/CS/2025/111

Date: 30th October, 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 as below:

“Vaibhav Global Limited Q2 FY26 Financial Results”

Kindly take the same on record.

Yours Truly,

For Vaibhav Global Limited

Yashasvi Pareek

Company Secretary & Compliance Officer

M. No.: A39220



Vaibhav Global Limited

Q2 FY26 Financial Results

Scaling Profitably

Declared second interim dividend of Rs. 1.50/ equity share (53% Payout)

Jaipur, October 29, 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 second quarter ending September 30, 2025.

Financial Performance Highlights:

Q2 FY26 performance overview:

- **Revenue:** Up **10.2% YoY**, ahead of guidance.
- **Gross margin:** 63.5%, led by sharp focus on efficient product mix and pricing discipline.
- **EBITDA** increased **28% YoY**, with margins expanding **130 bps to 10%**, driven by operating leverage and disciplined cost management.
- **Profit After Tax (PAT):** ₹48 crores, **up 71% YoY**.
- **Balance Sheet:** Remains strong with a net cash position of ₹156 crores.
- **Return Ratios:** ROCE at 20% and ROE at 13%.
- **Digital Revenue Mix:** 42% of B2C revenue.
- **In-House Brands:** Contributed 41% of gross B2C revenue, up from 31% in Q2 FY25.

Key Business Metrics:

- **Unique Customers (TTM):** All-time high at **7.14 lakhs**, up 5% YoY.
- **New Customer Acquisitions (TTM):** 3.8 lakh.
- **Customer Retention Rate** sustained at **41%**
- **Repeat Purchase:** **22 pieces** per customer (TTM)
- **ESG:**
 - **'your purchase feeds...':** Over 106 million meals donated since inception.
 - **ESG Rating Upgrade:** ICRA ESG Score improved to **"73' (Strong)"**.
 - **Great Place to Work®** certified across the globe.
 - **Excellence in Manufacturing Award:** Conferred by IACC (Indo-American Chamber of Commerce) acknowledging VGL's efforts in promoting & scaling operations in US.



Commenting on the performance for Q2 FY26 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited, said,

"We are pleased to report a strong quarter with revenue growth exceeding our guidance. Revenue was at ₹877 crores, up 10.2% YoY. EBITDA margin improved by 130 basis points to 10%, up 28% in absolute terms. This was driven by productivity gains and operating leverage. Profits after tax rose 71% YoY to ₹48 crores. Execution remained strong across regions.

With a strong balance sheet, healthy cashflows, and improving profitability, we are well positioned to sustain growth. We maintain our FY26 guidance of 7-9%, with potential upside as macro conditions improve and tariff concerns ease."

- 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 106 million meals in US, UK, Germany, and India at a run rate of ~55,000 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.