VAIBHAV GLOBAL LIMITED

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Date: 04th August, 2026

National Stock Exchange of India Limited
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

<u>Subject: Press Release</u>

Dear Sir / Madam,

Please find enclosed press release titled **"Q1 FY27 Financial Results"**

This is for your information and record.

Yours truly,

For Vaibhav Global Limited

YASHASVI PAREEK Digitally signed by YASHASVI PAREEK Date: 2026.08.04 23:30:22 +05'30'

Yashasvi Pareek
Company Secretary & Compliance Officer
M. No.: A39220

Encl: as above

VAIBHAV GLOBAL LIMITED

Q1 FY27 Financial Results

Improved Digital Traction, Higher In-House Brand Mix, and Strong Growth Across Markets Drive Performance

Declared interim dividend of Rs. 1.5/equity share

Jaipur, August 04, 2026: Vaibhav Global Limited (VGL), a global E-tailer of Fashion Jewelry, Lifestyle Products, Apparels, and Accessories on proprietary Home Teleshopping Channels and Digital Platforms, announced its financial results for the quarter ending June 30, 2026.

Q1 FY27 Performance

Revenue at **INR 917 Cr, up 13% YoY**

EBITDA at **INR 102 Cr, up 37% YoY**

PAT at **INR 56 Cr, up 50% YoY**

Financial Performance Highlights:

Rs in Cr	*Q1FY27*	*Q1FY26*	*YoY Growth*	*Q4FY26*	*QoQ Growth*
Revenue	917	814	13%	935	*-2%*
EBITDA	102	75	37%	96	*6%*
Gross Margin	68%	64%	417 bps	64%	*402 bps*
PAT	56	38	50%	44*	*29%*
Net Cash	287	174	65%	296	*(3%)*
Digital revenue mix	45%	43%	210 bps	45%	*10 bps*
In-House Brands	57%	36%	2200 bps	53%	*420 bps*

Note: ** PAT is excluding MAT credit of Rs. 47.6 cr*
2.Numbers are rounded off to nearest figure

Key Business Metrics:

- Unique Customers (TTM): **677 lakhs**
- New Customer Acquisitions (TTM): **3.5 lakhs**.
- Customer Retention Rate sustained at **38%.**
- Repeat Purchase: **23 pieces** per customer (TTM).

ESG Initiatives:

- ***'Your purchase feeds…':*** Over **115 million meals** donated since inception.
- We have recently installed two groundwater recharge systems at VGL-adopted gardens near the SEZ, adding **~6.7 lakh ltr**. of annual groundwater recharge and increasing VGL's total rainwater harvesting capacity to **10,670 KL/Year**.
- ESG Rating Upgrade: ICRA ESG Score improved to **'74' (Strong)**

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

"We are pleased to report a resilient start to FY27, delivering strong and profitable growth across key financial metrics. Revenue increased 13% year-on-year to ₹917 crore, while EBITDA grew 37% YoY to ₹102 crore, Profit After Tax (PAT) rose 50% YoY to ₹56 crore, reflecting the continued strength of our business model and disciplined execution of our profitable growth strategy.

While reported revenue growth benefited from favourable foreign exchange movements during the quarter, on a constant currency basis, revenue remained broadly flat, primarily due to the disruption caused by the Middle East conflict during the early part of the quarter and a cautious consumer spending environment across our key markets. These factors affected near-term demand but do not alter the long-term growth opportunity for our business or the progress we continue to make on the strategic priorities within our control.

Encouragingly, the fundamentals of our business continue to strengthen. Customer engagement remains healthy, our value proposition continues to resonate across markets, and the strategic investments made over the past several quarters are translating into a stronger, more resilient operating platform. As external conditions stabilize, we believe the business is well positioned to return to its growth trajectory.

A key highlight of the quarter was the continued expansion of our in-house brands, which contributed 57% of B2C revenue. This milestone reflects the growing acceptance of our differentiated product portfolio and reinforces our strategy of increasing the mix of higher-margin proprietary brands. Beyond enhancing profitability, our in-house brands strengthen customer loyalty, improve pricing flexibility and create a sustainable competitive advantage that is difficult to replicate.

We have moved all our retail businesses to Shopify Enterprise ECom platform during the quarter. This platform is D2C first and has an ecosystem of Apps that will accelerate our ECom journey. We remain focused on accelerating digital adoption through AI-driven personalization, enhanced customer experience, improved conversion and disciplined customer acquisition. We believe digital will continue to be a significant growth engine, enabling us to deepen customer relationships while improving marketing efficiency.

Operational excellence remains a core focus across the organization. During the quarter, we optimized our supply chain and maintained disciplined cost control. Our AI-led initiatives across

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marketing, merchandising and supply chain continue to scale well, driving productivity gains and improving decision-making across the business. Combined with the increasing contribution from in-house brands and digital channels, these initiatives supported a meaningful improvement in our profitability and reinforce our confidence in the sustainability of our margin expansion.

Importantly, we believe the investments and strategic initiatives undertaken over the past several quarters are now reaching an inflection point. Our business today is structurally stronger, with an improving product mix, a rapidly expanding digital ecosystem, greater operating leverage and a sharper focus on profitable growth. While near-term macroeconomic uncertainties may persist, we remain confident that these are transitory in nature and that the underlying fundamentals of our business continue to strengthen.

Supported by a strong balance sheet, robust cash generation, and a disciplined capital allocation framework, we remain well positioned to capitalize on growth opportunities across our markets. We are confident in our ability to deliver sustainable profitable growth, drive continued margin expansion, and create long-term value for our shareholders."

– 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 ~129 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 113 million meals in US, UK, Germany, and India at a run rate of ~59,000 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.

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