



VAIBHAV GLOBAL LIMITED

Ref: VGL/CS/2026/09

Date: 28th January, 2026

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 Q3 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 Q3 FY26 Financial Results

Record Revenue with Continued Profit Growth

Declared third interim dividend of Rs. 1.50 / equity share (28% Payout)

Jaipur, January 27, 2026: 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 third quarter ending December 31, 2025.

Financial Performance Highlights:

Q3 FY26 performance overview:

- **Revenue:** Achieved maiden quarterly revenue over ₹1,000 cr. Q3 FY26 revenue at ₹1,066 crores, reflecting 9.1% YoY growth- ahead of our guidance.
- **Gross margin:** 63%- led by better realisation and cost efficiencies.
- **EBITDA** increased **26% YoY**, with a 170 bps margin expansion to 13.2%, supported by operating leverage and cost discipline.
- **Profit After Tax (PAT):** ₹90 crores, **up 41% YoY**.
- **Balance Sheet:** Remains strong with a net cash position of ₹213 crores.
- **Return Ratios:** ROCE at 21% and ROE at 15%.
- **Digital Revenue Mix:** 42% of B2C revenue.
- **In-House Brands:** Contributed 48% of gross B2C revenue, up from 31% in Q3 FY25.

Key Business Metrics:

- **Unique Customers (TTM):** 7.06 lakhs, up 2% YoY, reflecting a stable and engaged customer base.
- **New Customer Acquisitions (TTM):** 3.8 lakh.
- **Customer Retention Rate** sustained at **40%**.
- **Repeat Purchase:** 22 pieces per customer (TTM).
- **ESG:**
 - **'your purchase feeds...'**: Over 109 million meals donated since inception.
 - Committed to **SBTi (Science Based Target Initiatives)**. Aligning our carbon reduction strategy with the 1.5°C pathway under the Paris Agreement.
 - **ESG Rating Upgrade: ICRA ESG Score** improved to **"73' (Strong)"**.
 - **Great Place to Work®** certified across the globe.



Commenting on the performance for Q3 FY26 Mr. Sunil Agrawal, Managing Director, Vaibhav Global Limited, said,

"We delivered a strong and broad-based performance this quarter, with revenue crossing ₹1,000 crore for the first time and growth ahead of our guidance. Margin expansion and profit growth were driven by operating leverage, disciplined cost management, and the strength of our vertically integrated model.

Execution remained resilient across geographies despite a dynamic macro environment, with Germany turning profitable during the quarter. Supported by a strong balance sheet, with a net cash position of ₹213 crore, we remain well positioned to sustain profitable growth while maintaining our FY26 guidance and medium-term outlook."

- ENDS -

About Vaibhav Global Limited

Vaibhav Global Limited (VGL) is listed on stock exchanges in India (BSE: 532156, NSE: VAIBHAVGL, 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 109 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.