VAIBHAV GLOBAL LIMITED

Ref: VGL/CS/2026/69

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

Subject: Financial Results – Investor Presentation

Dear Sir / Madam,

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed Financial Results Presentation of Q1 FY27.

This is for your information and record.

Yours truly,

For Vaibhav Global Limited

YASHASVI PAREEK
Digitally signed by YASHASVI PAREEK
Date: 2026.08.04 23:06:38 +05'30'

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

Encl: as above

Investor Presentation

Vaibhav Global Ltd.

A Vertically Integrated, Omnichannel Consumer Platform

Built on Proprietary Distribution, Owned Manufacturing, and Direct Customer Relationships.

Q1 FY27 Results | Aug 2026 | NSE: VAIBHAVGBL | BSE: 532156

Disclaimer

This presentation contains "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Vaibhav Global Limited (VGL) and its group companies' future business developments and economic performance. While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, government and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Vaibhav Global Limited undertakes no obligation to periodically revise any forward-looking statements to reflect future/likely events or circumstances.

Table of Contents

01

VGL – At a Glance

VGL : An Omnichannel Consumer Company with Global Scale

A Vertically Integrated Global Consumer Company with End-to-End Capabilities Across Manufacturing, Distribution, brand ownership and omnichannel retail capabilities to serve customers across jewellery, accessories and lifestyle categories in leading international markets

Integrated Business Model

- Owned Manufacturing Infrastructure
- Owned Distribution Network
- Portfolio of Owned Brands

Omnichannel Customer Reach

- Digital & E-commerce Platforms
- Television Commerce
- OTT & Social Commerce Channels

Product Portfolio

- Jewellery
- Lifestyle Products
- Fashion Accessories

Global Market Presence

- Strong Presence in USA and UK
- Operations Across Multiple Global Markets
- Established Niche in Global Retail

Differentiated Growth Platform

- End-to-End Control Across the Value Chain
- Consumer-Centric Omnichannel Approach
- Scalable Global Retail Ecosystem

From Gemstone Trading to Integrated Consumer Ecosystem

From a first-generation gemstone trading business to a listed, vertically integrated global business

1980s–89

Foundation & Gemstone Trading

- Established as a gemstone sourcing & trading business serving international markets
- Incorporated in 1989, laying the foundation for a global growth journey

1996–97

Forward integration into Jewelry manufacturing

- Entered jewellery manufacturing with establishment of a dedicated facility in Jaipur
- Successfully listed, raising growth capital & enhancing market credibility.

2003–2008

Retail & International Expansion

- Expanded into B2C retail through TV shopping platforms across US, UK and other markets
- Navigated global financial crisis through strategic portfolio repositioning with focus on value-led offerings

2010–2012

Balance Sheet Transformation

- Undertook Corporate Debt Restructuring (CDR) in 2010
- Completed full repayment of obligations significantly ahead of schedule, demonstrating financial resilience & disciplined execution

2013–2021

Lifestyle Platform Development

- Diversified beyond jewellery into lifestyle products
- Strengthened D2C capabilities via owned digital channels & customer engagement initiatives.
- Re-entered German market in 2021, expanding international reach

2023–2026

Digital & Platform-Led Growth

- Acquired Ideal World & Mindful Souls, strengthening platform capabilities & category expansion
- Increased share of digital revenues to ~45% through accelerated omnichannel adoption
- Enhanced scalability via AI-led planning tools and migration to a modern commerce technology stack

A Multi-Category Consumer Portfolio: Expanding Beyond Jewellery

Fashion Jewellery & Gemstones

- **~14,000–15,000** new jewellery designs launched annually, with **~30,000+ SKUs** available at any given time
- In-house **testing lab** and **manufacturing**
- Covers **7 different metals** (Silver, Gold, Platinum, Steel, Brass, Copper, Bronze)
- Casted, Handmade, Diamond Cut & Beads Jewellery

*A well-balanced mix of **Jewellery** and **Lifestyle** products*

*~**100 new products** introduced daily, ensuring constant freshness and relevance*

Life-Style Products

- A rich product basket of ***~5,000 unique SKUs***
- Facilitated by innovation & a global sourcing base

Our Companies

SHOP LC, USA
USA based TV Channel & eCommerce (B2C)
www.shoplc.com

TJC, Ideal World & Rachel Galley
UK based TV Channel & eCommerce (B2C)
www.tjc.co.uk , www.idealworld.tv, www.rachelgalley.com

SHOP LC, Germany
Germany based TV Channel & eCommerce (B2C)
www.shoplc.de

STS
Thailand, China, Bali, Hong kong based Wholesale (B2B)
www.stsjewels.com

Mindful Souls
eCommerce (B2C)
www.mindfulsouls.com

Q1 FY27 Performance Update

INR 917 Crores
Revenue from Operations
↑ 13% YoY

INR 398 Crores
Digital Revenue
↑ 21% YoY

INR 484 Crores
TV Revenue
↑ 9% YoY

INR 102 Crores
EBITDA
↑ 37% YoY

Margin at 11%

INR 56 Crores
PAT
↑ 50% YoY

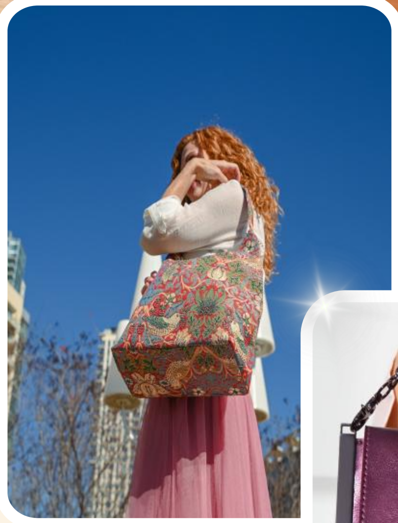
Margin at 6%

- VGL certified **Great Place to Work**® across the globe
- Vaibhav Global Limited Achieves '**Responsible Jewellery Council (RJC)' Certification**
- "**ICRA ESG Ratings** has improved its 'Combined ESG Rating' to **'74 (Strong)"**
- **Shop LC** Named Among USA TODAY's **Most Trusted Brands** of 2026"

Numbers are rounded off to nearest figure

02

Structural Growth Drivers



Growth Drivers Driving Long-Term Value Creation

Vertical Integration
Higher gross margin
End-to-end control

Diversified Global Footprint
Profitable presence across
US, UK & Europe

Capital Discipline
24% ROCE and **₹296 Cr net cash** position

Digital-First Omnichannel Growth Platform
Digital share targeted **50%+** supported by live commerce

Vaibhav Global LTD

Strengthening Brand Equity
Brand-led portfolio enhancing margins, loyalty and pricing control

AI-Enabled Commerce
Proprietary first-party data enabling **AI-led** merchandising, forecasting & customer retention

Multiple Commerce Channels
127mn+ household reach across channels **Direct** customer engagement at scale

High-Engagement Customer Ecosystem
High-engagement ecosystem driving customer lifetime value

As on FY26

Vertical Integration Driving Superior Gross Margins

Manufacturing Scale and Design Agility for Western Markets

Design & Manufacture

Owned Brands

Owned Distribution

Customer Data

5 units
Manufacturing units across India, China, USA

1,69,000 sq.ft.
Jaipur factory (Jewellery - Fully integrated)

Mumbai
Diamond sourcing facility

30+
Global sourcing countries

~5 mn pieces
Annual production capacity

~100
New products added daily

~14–15K
New jewellery designs per year

₹121 Cr
Mfg/Sourcing EBITDA, +33% YoY

Gross Margin: VGL vs. Typical Importer (%)

2,000+
Highly skilled workers (Jewellery)

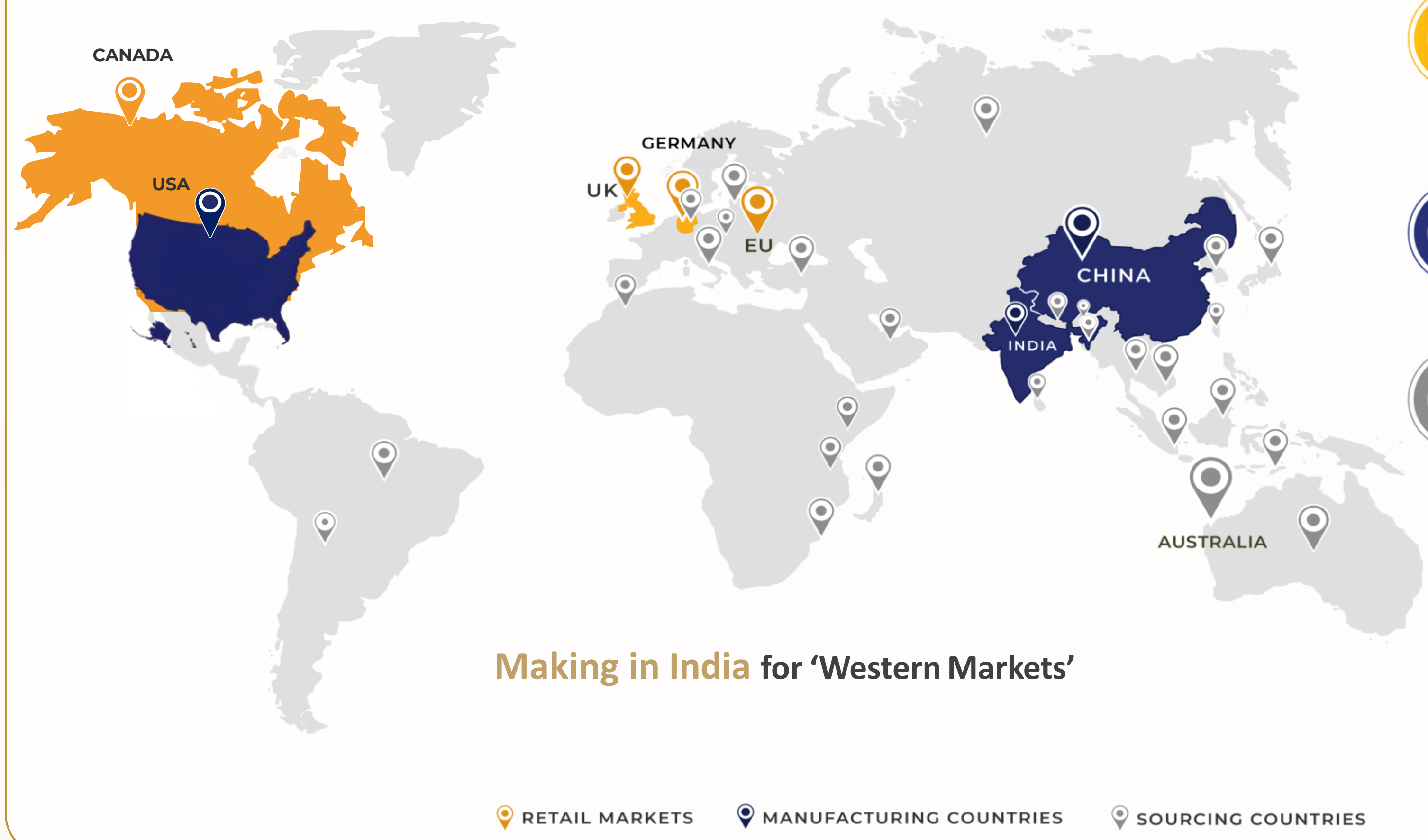
1,000+
Highly skilled workers (Jaipur)

250+
Highly skilled workers (Gemstone)

130+
Highly skilled designers

As on FY26

Diversified Global Footprint Across Manufacturing, Retail and Sourcing



Retail Markets

Shop LC (US) | TJC & Ideal World (UK) | Shop LC (Germany) | Mindful Souls (US, Canada, Australia, UK and EU)

Manufacturing Countries

India | China | USA

Sourcing Countries 30+

- India
- China
- Thailand
- Indonesia
- Tanzania
- Russia
- Morocco
- Madagascar
- Bolivia
- Kenya
- South Korea
- Vietnam
- Brazil
- Sri Lanka
- US
- UK
- Mozambique
- Germany
- Italy
- Turkey
- Poland
- Singapore
- UAE
- Japan
- Bangladesh
- Philippines
- Czech Republic
- Nepal
- Taiwan
- Australia
- Bhutan

India

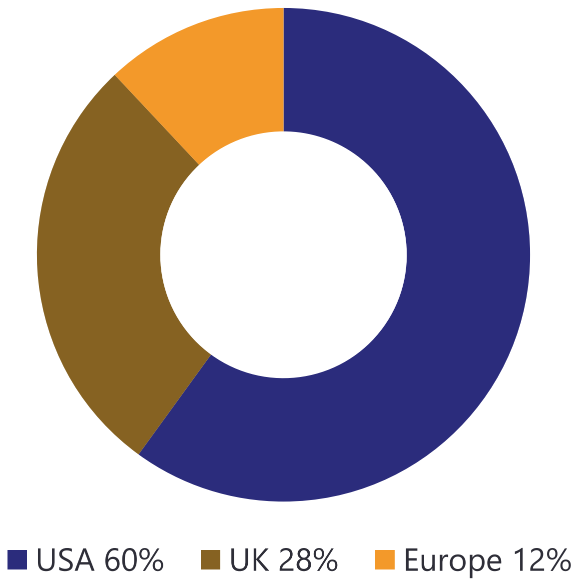
In-House Manufacturing
'A Global Jewellery Hub'

Strong
Global Sourcing Base

Availability of
skilled manpower in India

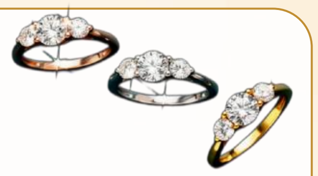
Strong Global Revenue Mix with Improving Profitability

Q1FY27 Revenue Mix



USA · Anchor	UK · Accelerating	Europe · Inflection
FY26 Revenue **₹2,058 Cr** EBITDA **₹194 Cr**	**FY26** Revenue **₹1,032 Cr** EBITDA **₹77 Cr**	**FY26** Revenue **₹404 Cr** EBITDA **₹7 Cr**
Q1FY27 Revenue **₹ 530 Cr** EBITDA **₹ 58 Cr**	**Q1FY27** Revenue **₹ 248 Cr** EBITDA **₹ 12 Cr**	**Q1FY27** Revenue **₹ 103 Cr** EBITDA **₹1 Cr**
Largest market 63mn households reached Revenue +8%, EBITDA +9% in FY26	**Revenue grew 9.5% YoY**, driven by the improving performance of the Ideal World and Rachel Galley businesses, supported by higher brand awareness.	Given the seasonal nature of the business and evolving buying patterns, **margins are expected to strengthen** meaningfully over the course of the year

Macro Resilience: Limited Gold & Currency Exposure



Low gold inventory held
Production is order-basis, gold price impact is minimal

Product mix
Gemstone, diamond, lab-grown stone and silver led (not metal-heavy)

Price range
$5–$1,000 across ~35,000 SKUs, spreading demand risk across price points

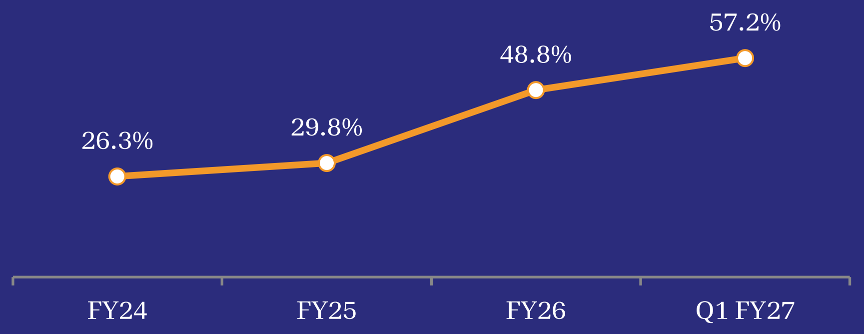
Numbers are rounded off to nearest figure

Strengthening Brand Equity

57.2%

of B2C revenue from own brands (Q1FY27)

In-House Brand Revenue Contribution (%)



Higher gross margin per unit

Brand owner captures margin the licensor previously took

Customer loyalty

Brand equity accrues to VGL, not to a third-party licensor

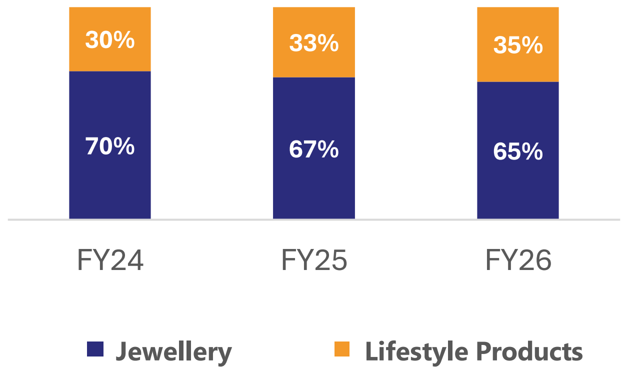
Pricing control

VGL sets both cost and price; no licensor minimum pricing constraints.

Sales Bifurcation

Achieved ***~57%*** of **gross B2C sales** from **in-house brands** in Apr – Jun quarter

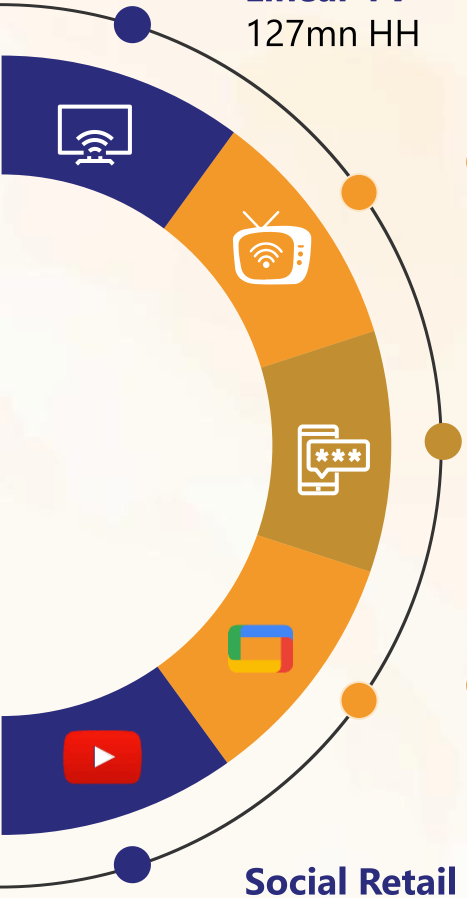
Achieved the Target of ***~50%*** of gross B2C sales, a **year in advance** than anticipated



Strategic brand matrix focused on price laddering and customer offering

Enhancing ***repeat purchases*** and retention through **Brand Archetype** Frameworks

AI-Enabled Commerce powered by First-Party Data



Linear TV
127mn HH

OTA
Broadcast

Owned Websites
& Mobile Apps

OTT
(Roku, Google TV)

Social Retail
(YouTube, Insta)

VGL owns the data

Every transaction on every surface creates a first-party record

677K unique customer records owned

AI is compounding the data advantage

Recent AI-assisted Shopify migration completed in ~6 months at roughly one-third of the earlier website re-platforming cost

Generative AI scales ad creatives, product descriptions and website content for SEO and digital visibility

AI-driven product-scheduling tool (in beta last year) now in production — improving viewer engagement and airtime productivity on live TV

AI also spans demand forecasting, inventory planning, on-air product planning and personalised customer engagement

677K unique customer records · **3.5 lakh** new registrations (TTM)

23 pieces/customer/year · **0%** marketplace take-rate on primary channels

A High-Engagement Customer Ecosystem

4 R's

127mn+ HH	3.5 Lakh	38%	23	40+
Reach	*Registration & Acquisition*	*Retention*	*Average Repeat pieces purchased per customer per year*	Core customer age band across US, UK, Germany

Differentiated Customer Proposition

Target Customers: ***Baby Boomers & Gen X***

Wide Product Selection ***~30,000 SKUs***

Value-Positioning ***$30-$45***

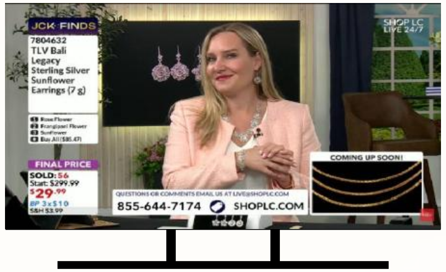
Expanding the basket: new engagement formats

DIY jewellery kits — assemble-your-own beads and garland kits

Wellness & supplements — riding rising US demand around popular weight-management drug categories; currently third-party sourced, own-label potential once the category scales

Rising Auction — customers bid on tail inventory clearing aged SKUs while deepening engagement

Proprietary 'TV Channels'



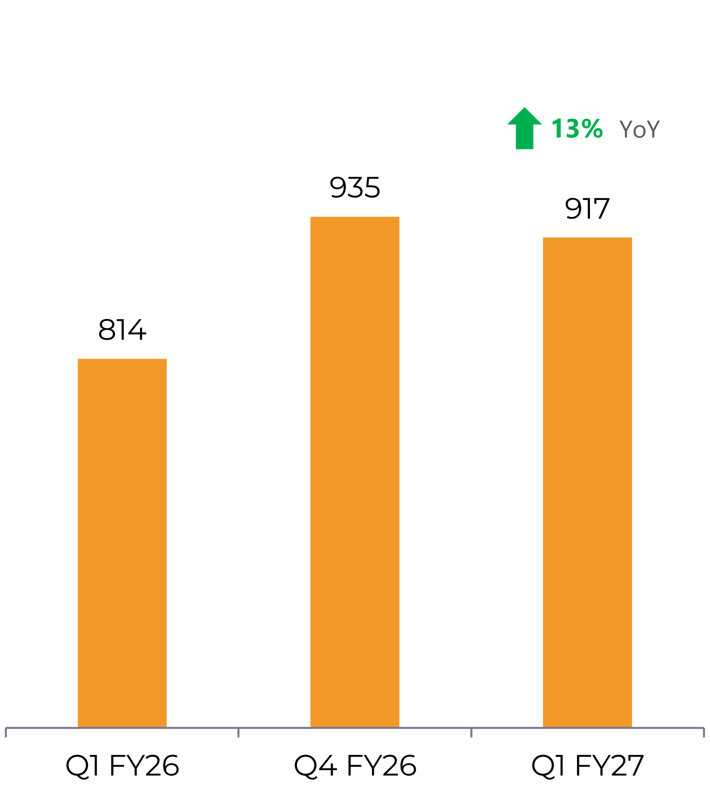
Vertically integrated sourcing, merchandising & fulfilment

Direct customer reach and high ***repeat*** behaviour

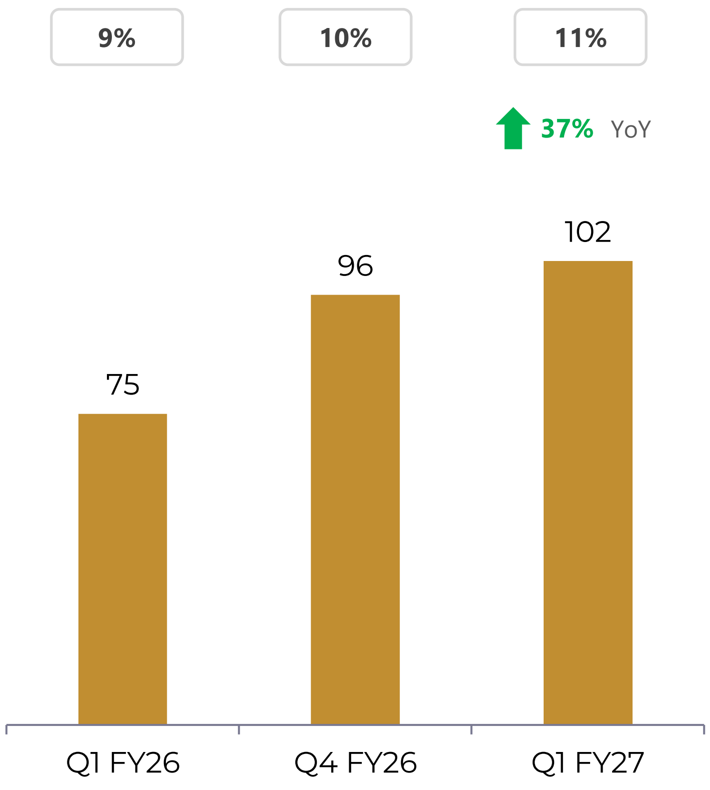
Q1 FY27 Performance Update

Consolidated Performance

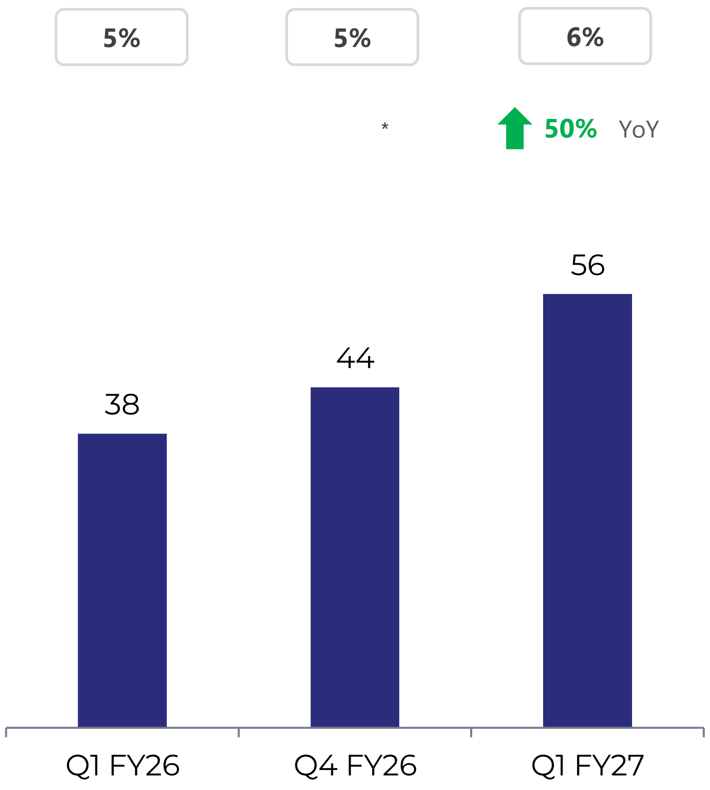
Revenue from Operations (INR Cr.)



EBITDA (INR Cr.) & EBITDA Margin (%)



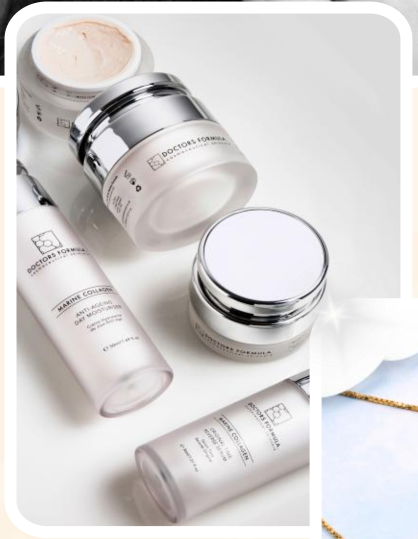
PAT (INR Cr.) & PAT Margin (%)

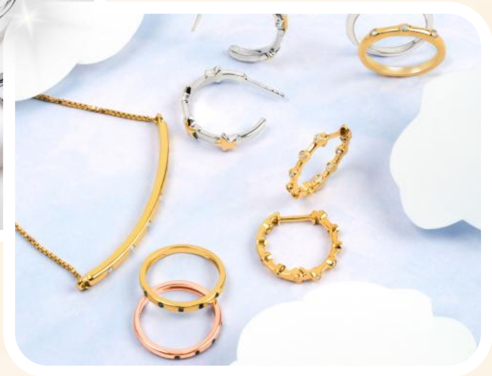


Note: Q4FY26 PAT is excluding MAT credit of INR 47.2 cr : Numbers are rounded off to nearest figure

03

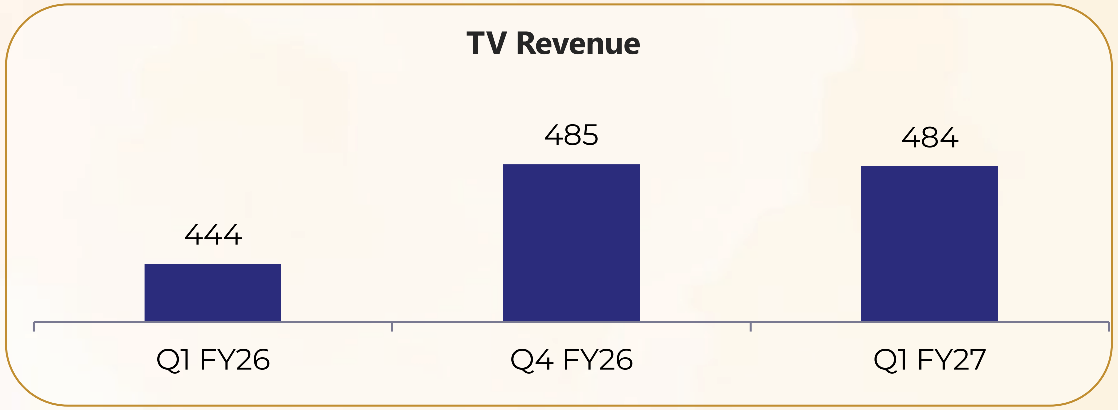
Financial & Operational Update

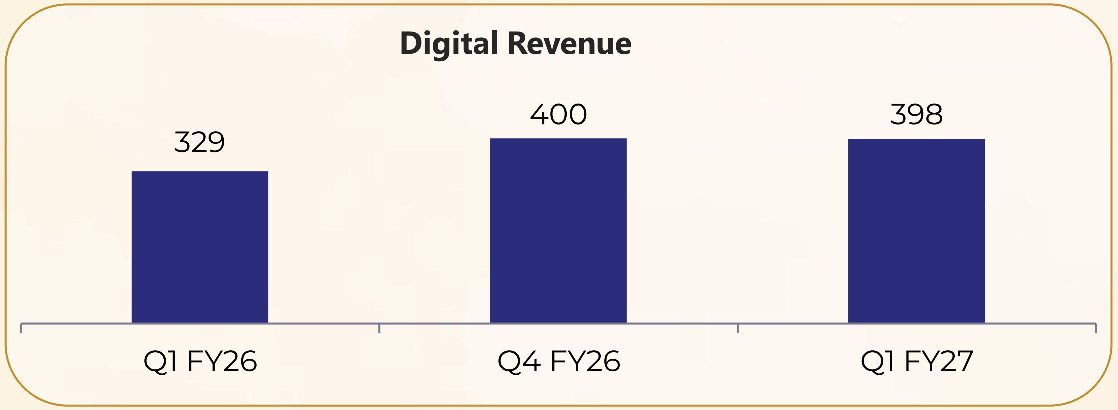




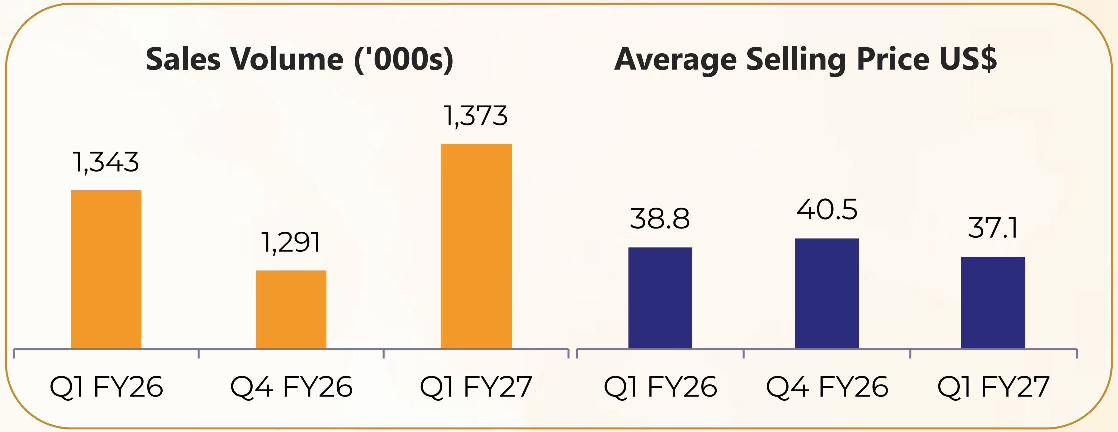
Q1 FY27 Segmental Highlights

Revenue split (Rs. Cr)

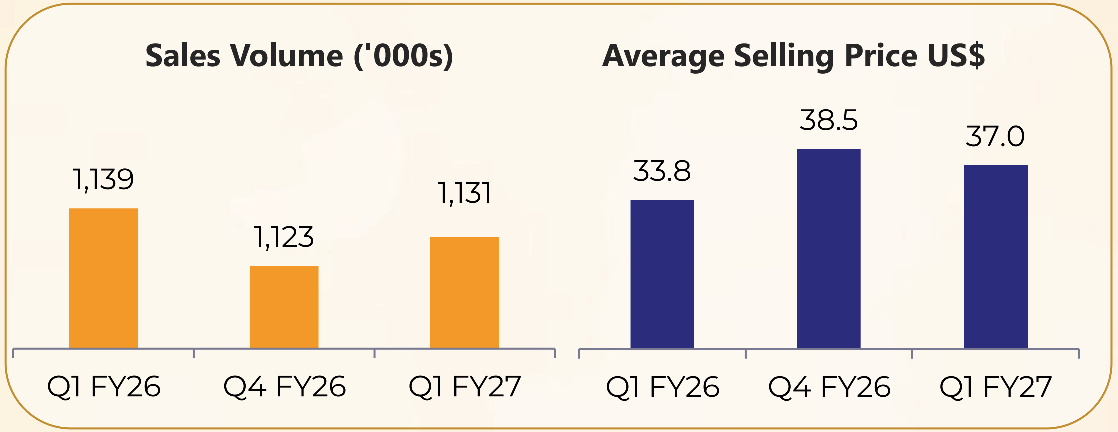




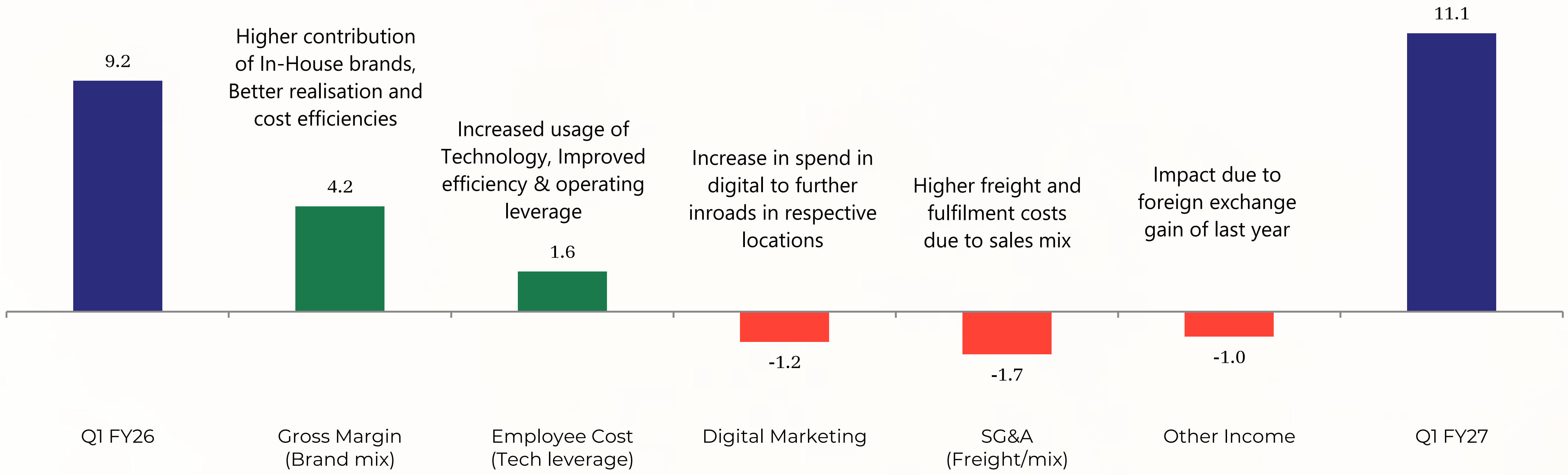
TV



Digital

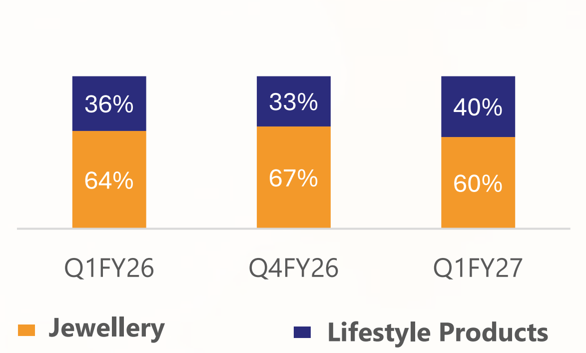


EBITDA Margin Walk

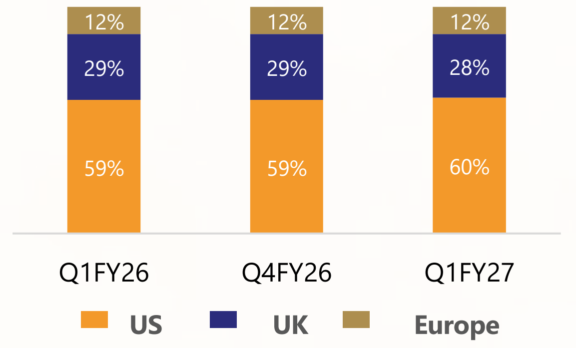


Revenue Mix Overview

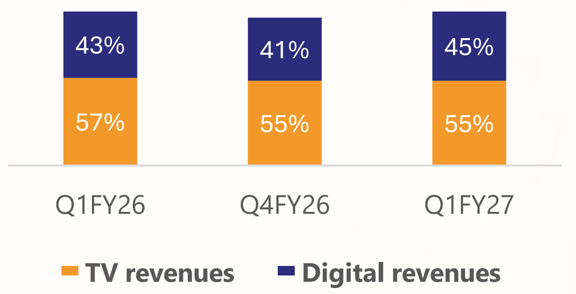
B2C Revenues by Product



B2C Revenues by Geography

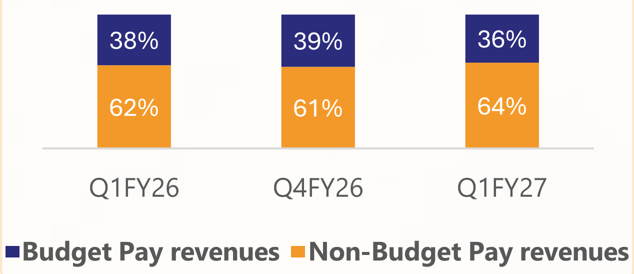


B2C Revenues by Format



Budget Pay (% to B2C Revenues)

Budget Pay revenues refer to products sold on EMI basis



04

Key Strengths

Resilience Through Cycles

A business that has absorbed five major model transitions and external shocks, turned into a profitable engine

Multiple business-model transitions absorbed

Gemstones → Jewellery manufacturing → lifestyle products → retail → digital platform. Each transition changed the revenue model, not just the product

Exited CDR early, by choice

Entered Corporate Debt Restructuring in 2010 with repayment due by 2020; the obligation was fully repaid by 2012— years ahead of schedule

19% CAGR in market cap since listing

From ~₹8 Cr listing raise in 1997 to a ~₹3,075 Cr market cap and ~₹3,692 Cr revenue, debt-free platform today (excl. dividends, which add further to total shareholder return)

Germany: first full year of positive EBITDA

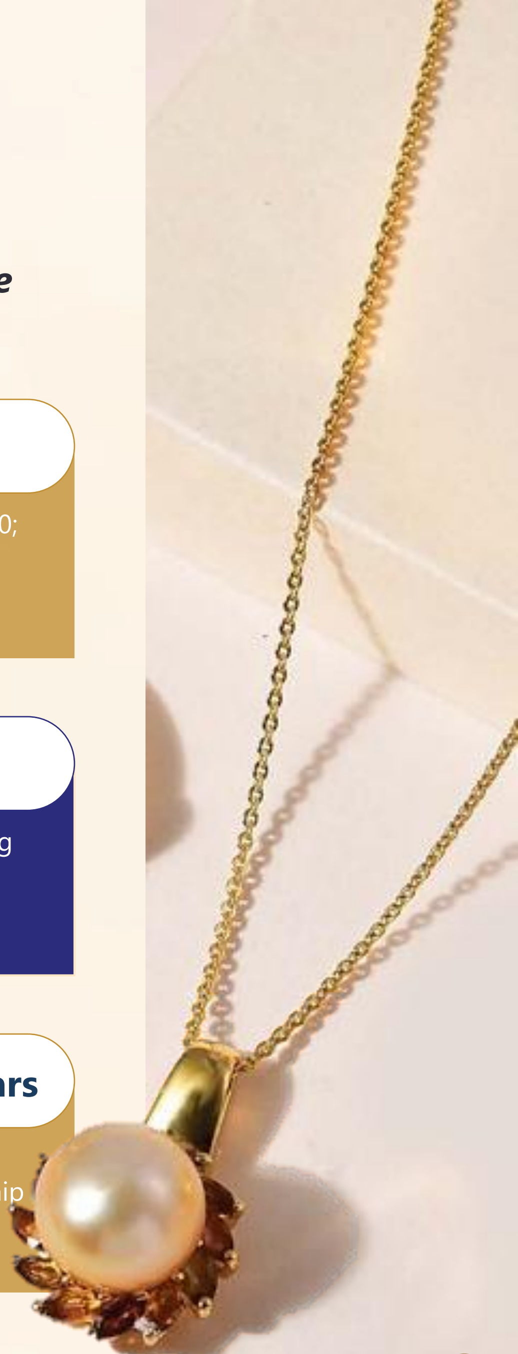
Margins came under pressure due to the economic slowdown and evolving consumer sentiment but have since gradually recovered, enabling the Company to deliver its first full year of positive EBITDA in FY26

Innovation converts directly to revenue

78,000+ ideas generated, 1,821+ new products launched, 3 design patents secured (incl. the USPTO-granted Arthritis Ring)

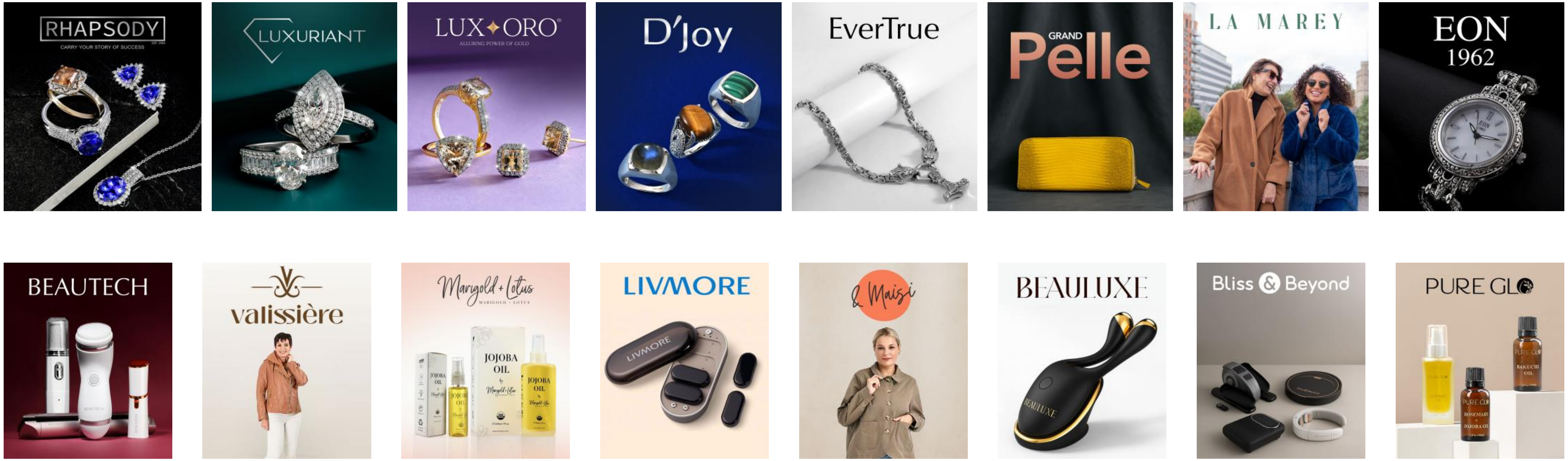
Growth culture retained through the hard years

Most long-tenured employees stayed through loss-making periods on the strength of internal trust — reinforced today by giving teams real ownership



A Portfolio of Scalable Consumer Brands

16 brands across categories and markets

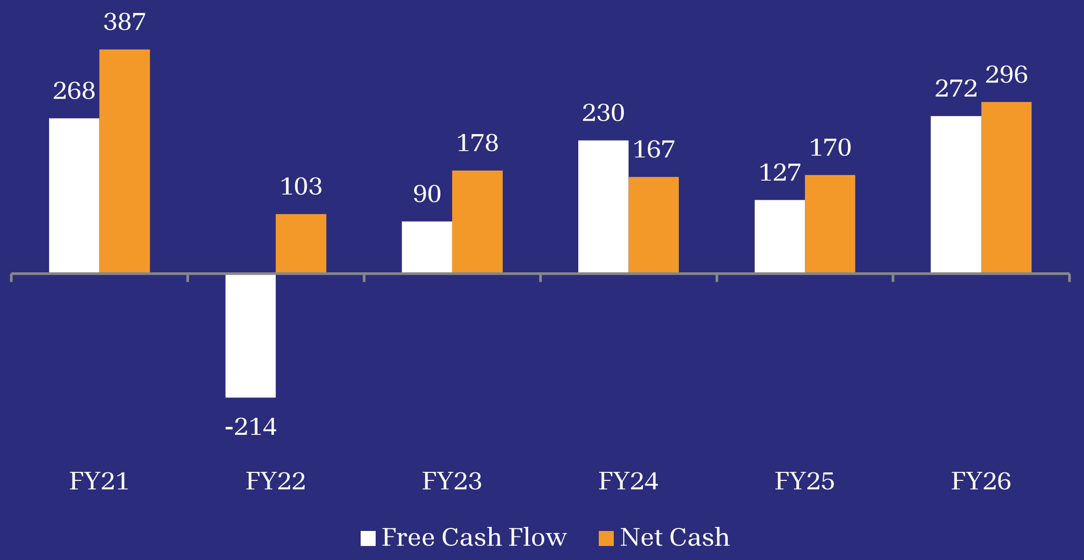


Selective third-party additions

Close-up deals in categories such as collagen supplements, eyewear & select licensed lifestyle labels as additions

Strong Cash Generation, Disciplined Deployment

FCF & Net Cash (₹ Cr)



FY22: Germany / Ideal World investment phase

How FY26 Free Cash Flow (₹272 Cr) was allocated:

FCF generated	**₹272 Cr**
Dividends paid	**–₹100 Cr (~37%)**
Retained capital	**₹172 Cr**

Strategic Capital Allocation over the years

- Self-funded Germany scale-up
- Self-funded Ideal World integration
- Digital infrastructure investment
- Strategic Residual / M&A optionality available
- New US manufacturing capacity funded internally

Strong Fundamentals Driving Sustainable Value Creation

Revenue Profile

~90% Revenue in USD, GBP & EUR

Natural hedge through foreign currency revenues

Minimal dependence on INR-linked sales

Capital Allocation

Expansion Funded Through Internal Accruals

Germany & Ideal World acquired through cash flows

Strong cash generation & capital discipline

Shareholder Returns

₹686 Cr Cumulative Dividends Paid Since FY20

~51% payout ratio

Consistent focus on shareholder value creation

Brand Portfolio

16 Owned Brands
~49% of B2C Revenue

Strong portfolio of in-house brands

Higher customer ownership and margin capture

Customer Engagement

~23 Products Purchased Per Customer Annually

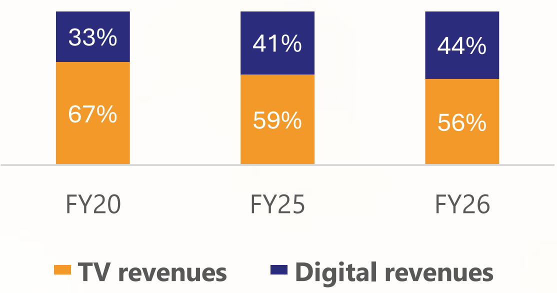
High repeat purchase behaviour

Strong customer loyalty & multi-year relationships

Note : Data as of FY26

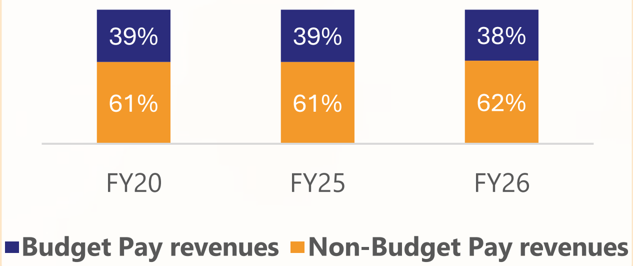
Voice of Customer as a Strategic Asset

B2C Revenues by Format

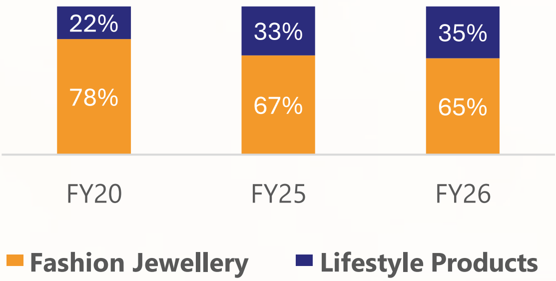


Budget Pay (% to B2C Revenues)

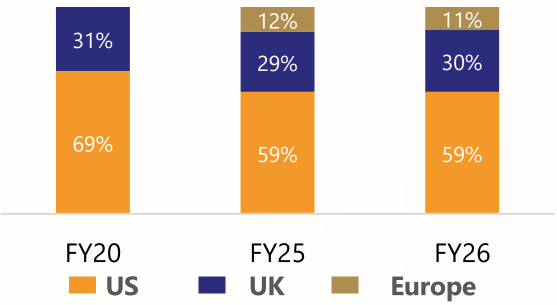
Budget Pay revenues refer to products sold on EMI basis



B2C Revenues by Product

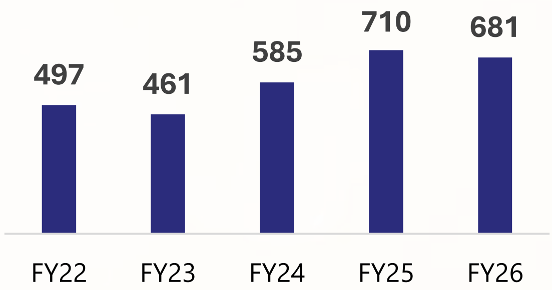


B2C Revenues by Geography



Revenue breakup based on figures in USD mn

Unique Customer Base (in 000')



Voice of Customer Portal

Unified Customer Feedback Hub

Consolidates customer inputs from emails, messages, social media platforms, and product returns.

AI-Powered Issue Resolution

AI-driven sentiment analysis to categorize feedback and route complaints.

Real-Time VOC Dashboard

Live monitoring platform that flags negative sentiment cases for timely intervention.

Closed-Loop Feedback System

Call centre teams India capture customer insights & relay them for continuous improvement.

Strong Customer Satisfaction Metrics

96%+ CSAT across key markets and NPS above 57% in US & UK during FY26

Consistent Shareholder Returns

A consistent, cash-anchored dividend policy sustained through both investment and harvest phases.

15–20

Consecutive quarters of dividend payout funded entirely from FCFs

38%

Of FY26 FCF (₹100 Cr) returned as dividends

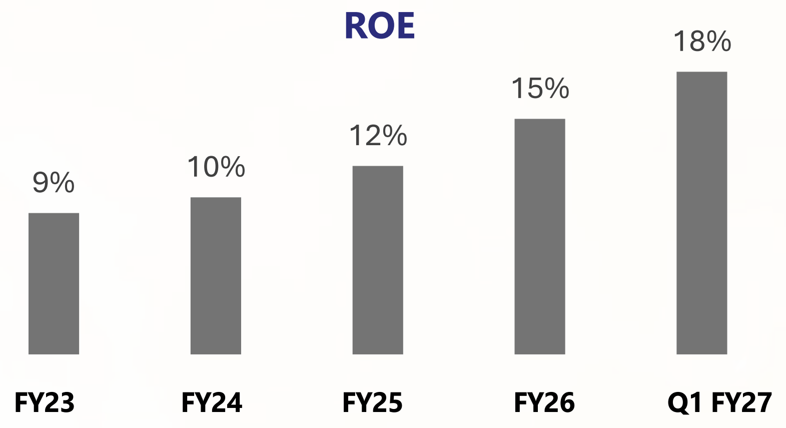
₹100 Cr

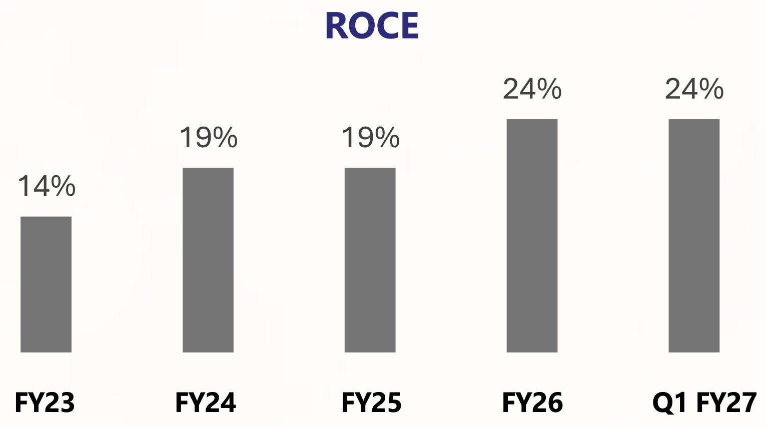
Total dividends paid in FY26

₹686 Cr

Cumulative dividends paid since FY20 (~51% payout)

Market capitalisation has compounded at 19% CAGR since listing, excluding the dividend stream entirely



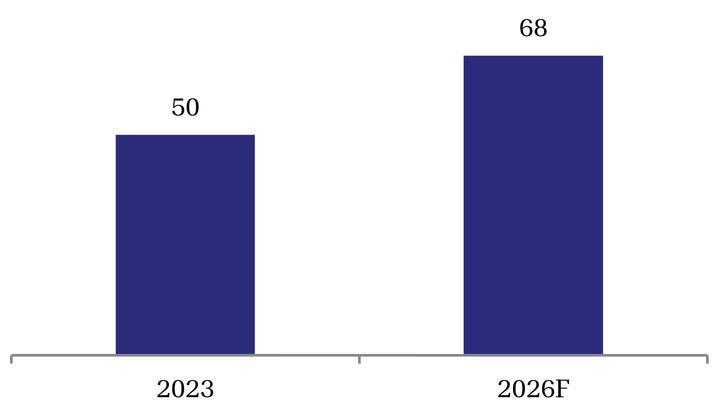


04

Growth Strategy

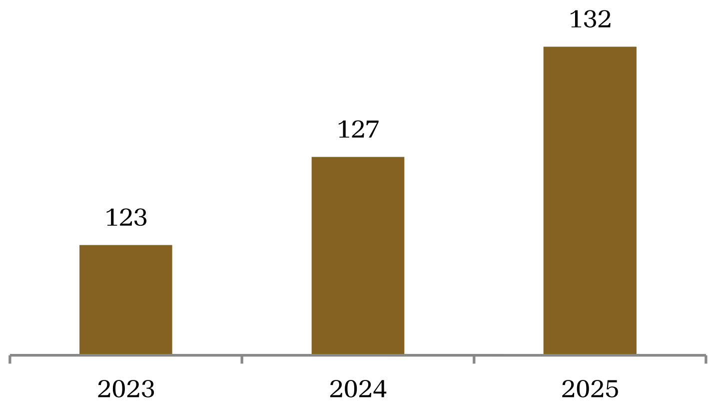
Expanding Addressable Markets Supporting Long-Term Growth

USA · Video/Live Commerce ($bn)



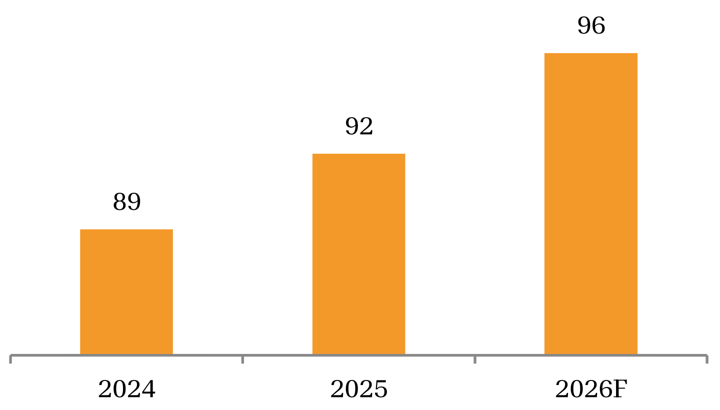
Immediate TAM: $14–15 bn
Rapid expansion of livestreaming and video-integrated commerce.

UK · Online Retail Sales (£bn)



Immediate TAM: $2–2.5 bn
3rd largest e-commerce market globally

Germany · E-Commerce Sales (€bn)



Immediate TAM: ~$3bn (incl. Austria)
EU's largest consumer economy; content-driven shopping habit

VGL Today

Shop LC anchors ~$232mn revenue — under 0.3% of this TAM

TJC + Ideal World combined ~£87mn — a fraction of the base

Shop LC Germany at €27mn, now turning profitable

Aggregate platform TAM: ~$20bn · VGL's combined FY26 revenue of ~₹3,692 Cr (~$416mn) represents scope for high penetration

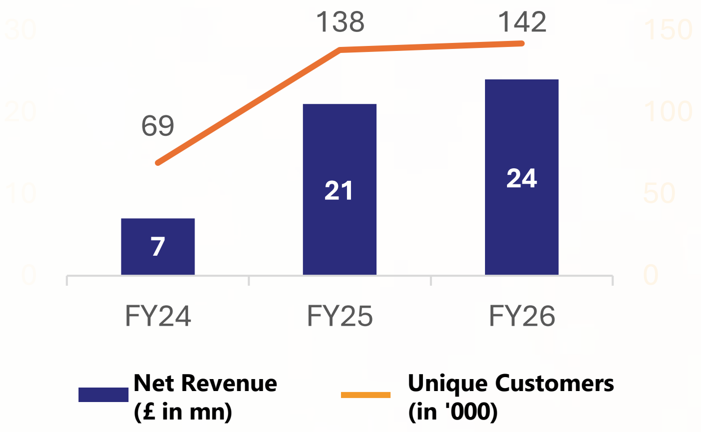
*Sources: **USA**: Statista-sourced US livestreaming/video commerce sales. **UK**: ONS online retail sales (2023/2024 actuals, via Retail Gazette analysis, Feb 2025); 2025 growth rate per eMarketer forecast (Netguru, Nov 2025), **Germany**: HDE (Handelsverband Deutschland) Online Monitor 2025, cross-referenced by bevh using Destatis data; 2025/2026 are HDE's own forecasts.*

Emerging Growth Engines

Ideal World

Q1 FY27 revenue	**£ 6 mn**
Unique customer (TTM)	**143K***
Profitability	**Sustained Strong EBITDA Margins**

Revenue and Unique Customers



* Including 18K common customers of TJC

Mindful Souls

Q1 FY27 Revenue	**~$ 4 mn**
Unique customer (TTM)	**99K**
Customer	**28% New customer** growth YoY

Key Updates

Lower recurring subscription revenues due to reduced customer acquisition

Sustained strong gross margin

Launched 145 new products during Q1 FY27

Germany

Q1 FY27 revenue	**€ 6 mn**
Digital sales mix	**~24%**
Lifestyle Products' sales mix	**~32%**

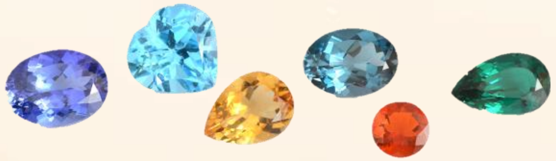
Revenue (in Euro mn)

Key Updates

- Sustained market share gains in TV
- Better product mix & pricing discipline
- Strong gross margins at 68%
- Digital performance improved to ~24%

Lab-Grown Diamonds: A Structural Growth Opportunity

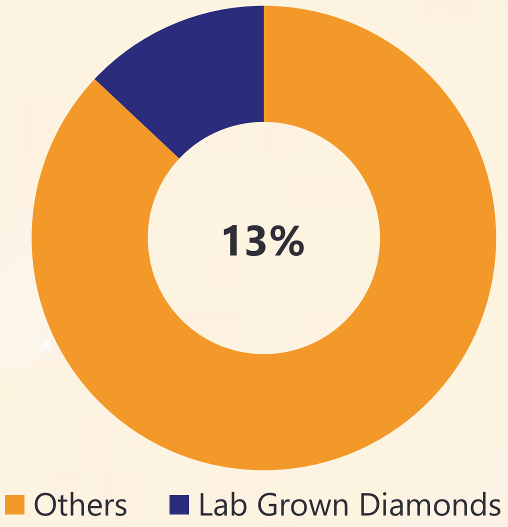
Global lab grown diamond market size* (USD billion)



Rising consumer acceptance of sustainable and ethically sourced jewellery

Attractive price-value proposition driving adoption across new customer segments

Lab grown diamond business Q1 FY27 Revenue contribution (VGL)



Chemically, physically and optically **identical to natural diamonds**

Increasing penetration across **bridal, fashion and gifting categories**

***Fortune Business Insights**

Growth Drivers & FY30 Roadmap

Revenue Target of ₹5,000–5,500 Crores by FY30

Digital business breakout

- FY27 target: **50% of B2C revenue** from digital (up from 44% in FY26).
- All channel websites now on Shopify, a D2C-first platform

Live commerce & social media

- **Live commerce** becomes a bigger medium
- **Meta and TikTok marketing** broaden customer acquisition
- Global **livestream e-commerce** is growing at a ~41% CAGR industry-wide

Mindful Souls & Ideal World scaling

- Both acquisitions **delivered profitably** in FY26, now growth contributors

In-house brands & lifestyle mix

- Brands Targeting **60%+ of B2C** revenue by FY27 (from 48.8%);
- **Lifestyle products targeting 50**% of B2C revenue medium-term (from 35% today)

Germany normalisation

- First full year of **positive EBITDA** achieved in FY26
- Expected to contribute towards profitability from FY27

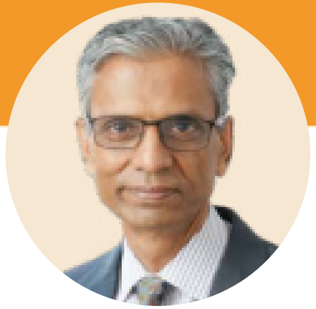
AI-led planning & efficiency

- **AI product-scheduling tool now** in production
- **Generative AI** scaling content and SEO
- **Continued investment** in demand forecasting & personalisation

What Sets Us Apart

Platform Strength	Platform Reality (FY26)
Growth quality	**26%** EBITDA growth + **74% PAT** growth on **9.2%** topline growth. EPS up **73%** to ₹16.0
Margin durability	**63.5%** gross margin underpinned by **~49%** in-house brand mix (streamlined from 33 to **16 brands**) + owned manufacturing
Capital efficiency	ROCE **24%**; net-cash balance sheet **(₹296 Cr);** FCF-funded growth — no equity raised, no net debt
Channel resilience	**44%** digital and rising toward **50% FY27 target**; OTT + social distribution; all 4 channel sites migrated to Shopify.
Geographic diversification	Europe now **11%** and fastest-growing; Germany's first full year of **positive EBITDA**; Mindful Souls and Ideal World both **profitable**
Governance	Majority-independent board (62.5%); ICSI Governance Award; Big Four audit; FCF-anchored dividend policy; credit-rated ICRA A+/CARE A+

Strong Leadership



Mr. Sunil Agrawal
Managing Director,

Total Exp – 46 years
VGL Exp – 46 years

- First generation entrepreneur
- Founded Vaibhav Enterprises in 1980
- Veteran of the gems and jewelry industry

Mr. Nitin Panwad
Group CFO

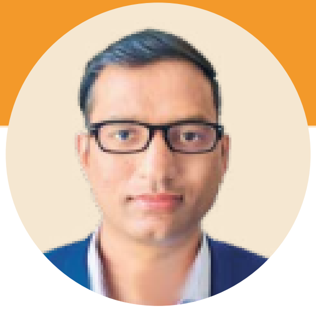
Total Exp – 16 years
VGL Exp – 15 years

- Chartered Accountant
- Cost optimization and process improvements
- Established the German subsidiary

Mr. Vineet Ganeriwala
President, Shop LC (US)

Total Exp – 27 years
VGL Exp – 6 years

- Chartered Accountant; IIM Kolkata alumnus
- Former Country Finance Controller (Italy/Germany) at Vodafone
- Expert in strategic financial leadership



Mr. Deepak Mishra
Managing Director, TJC,

Total Exp – 20 years
VGL Exp – 20 years

- Expert in TV home shopping and e-commerce
- Driven double-digit revenue growth at TJC
- Multi-category leader in jewelry and fashion

Mr. Raghuveer Patnala
Managing Director, Germany

Total Exp – 15 years
VGL Exp – 12 years

- IIM Udaipur MBA; joined as Management Trainee in 2014
- Previous leadership roles in China and UK
- Leads German digital transformation and CRM

Management team

Mr. Sabaresh Kumar

CHRO, VGL Group

Total Exp – 26 years

VGL Exp – 1 years

- BS Computer Science from Calicut University
- Two times Edtech Startup founder
- Deep expertise & strong focus on inclusion, leadership coaching, organizational effectiveness, and future-ready workforce models

Mr. Aswini Agarwal

Head of Supply Chain-Asia

Total Exp – 21 years

VGL Exp – 18 years

- MBA from University of Rajasthan
- Secured "Great Place to Work" certification for VGL India
- Two-time Rajasthan State Award winner for exports

Mr. Ankur Sogani

Vice President, Commercial, (US)

Total Exp – 27 years

VGL Exp – 23 years

- MBA in Marketing & Finance
- Specialist in TV shopping and digital marketplaces
- Expert in global sourcing and product innovation

Mr. Mohammed Farooq

Chief Technology Officer, VGL Group

Total Exp – 21 years

VGL Exp – 3 years

- Expert in AI, MLOps, and digital scaling
- Background in space, defense, and high-tech sectors
- Leads large-scale engineering and product teams

Mr. Ashish Dawra

Vice President, Global IT

Total Exp – 27 years

VGL Exp – 23 years

- M.Sc. in Computer Science
- Two-decade tenure with VGL Group
- Built technology platforms for TV shopping and ERP

ESG — Social Impact Beyond the Financials

'Your Purchase Feeds' — flagship ESG program

- **115mn+ meals** distributed to date, **~58,000 meals** served every school day — funded by every product sold across VGL's platforms
- **Long-term mission:** 1 million meals per school day by FY40 — a formal, board-level ambition, not a slogan
- **Delivered through named partners:** Akshaya Patra Foundation (India); No Kid Hungry, Backpack Friends (US); Magic Breakfast, Felix Project (UK)

Manufacturing sustainability

Jaipur SEZ is LEED Platinum, Net Zero Energy certified (India's 16th such certification). Two India units now fully solar-powered; UK & Germany facilities 100% renewable.

Climate commitments

Aligned to the Science Based Targets initiative (SBTi) and the 1.5°C Paris pathway: Scope 1&2 down 60% absolute by 2035, Scope 3 intensity down 70% by 2035 (FY24-25 baseline).

Customer inclusion

Budget Pay, VGL's no-interest instalment programme, reached 38% of B2C revenue in FY26 — broadening affordability for value-conscious customers.

Combined ESG rating

ICRA Combined ESG Rating of 74 ('Strong') — an independent, third-party-verified score, not a self-assessment.

Thank You

Company
Vaibhav Global Limited

Nitin Panwad,
Group CFO
Nitin.panwad@vglgroup.com

Vivek Jain
Head-Investor Relations
Vivek.jain@vglgroup.com
www.vaibhavglobal.com

Investor Relations Advisors
Ernst & Young LLP

Vikash Verma
Vikash.Verma1@in.ey.com

Sumedh Desai
Sumedh.desai@in.ey.com

Sukhin Naphade
Sukhin.S.Naphade@in.ey.com