
lenskart
Q2 FY27 Earnings Call

Key Financial Highlights

lenskart

Q2 FY27

Revenue

₹2,845 Cr

▲ **+ 32.5% YoY**

EBITDA

₹624 Cr

▲ **+ 46.6% YoY**

21.9% margin

Profit After Tax

₹232 Cr

▲ **+ 106.1% YoY**

8.2% margin

H1 FY27

Revenue

₹5,559 Cr

▲ **+ 33.0% YoY**

EBITDA

₹1,213 Cr

▲ **+ 53.4% YoY**

21.8% margin

Profit After Tax

₹461 Cr

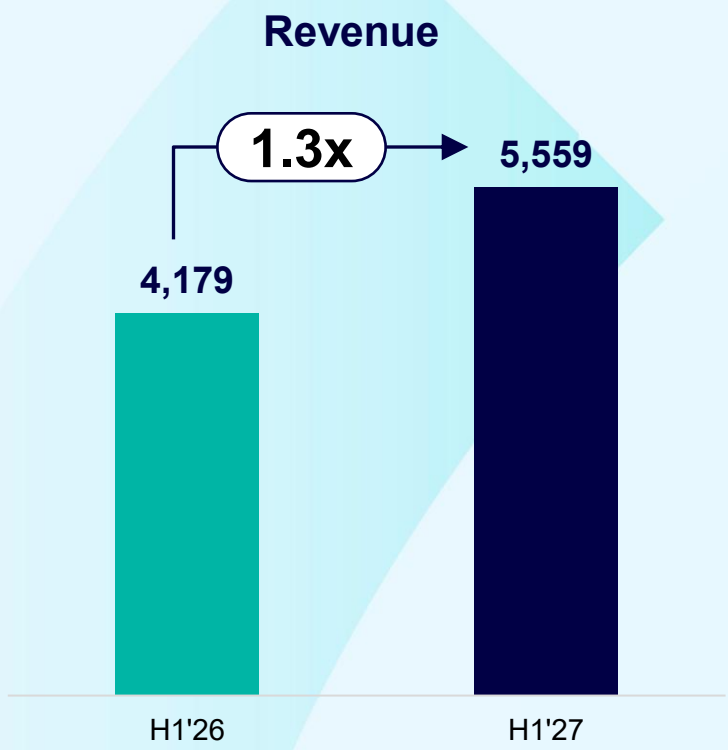
▲ **+ 138.0% YoY**

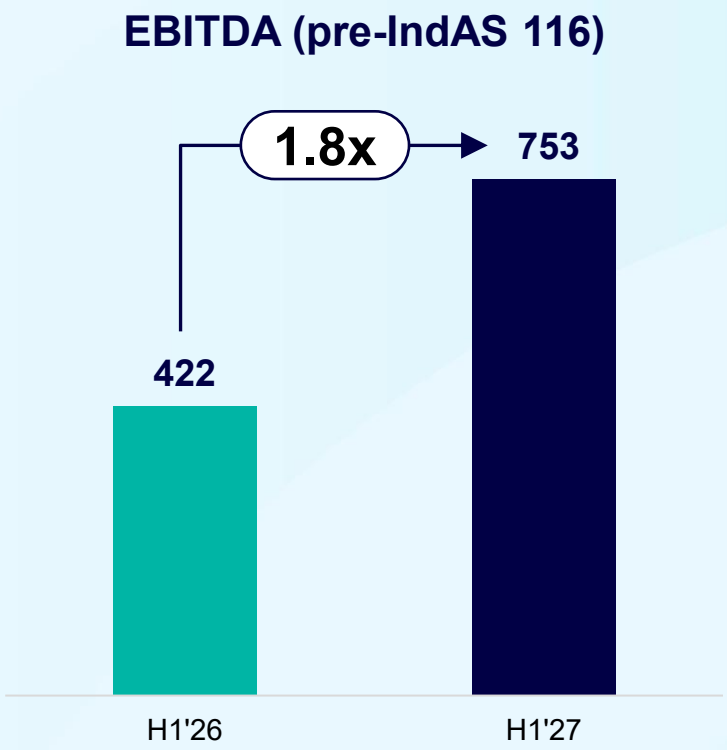
8.3% margin

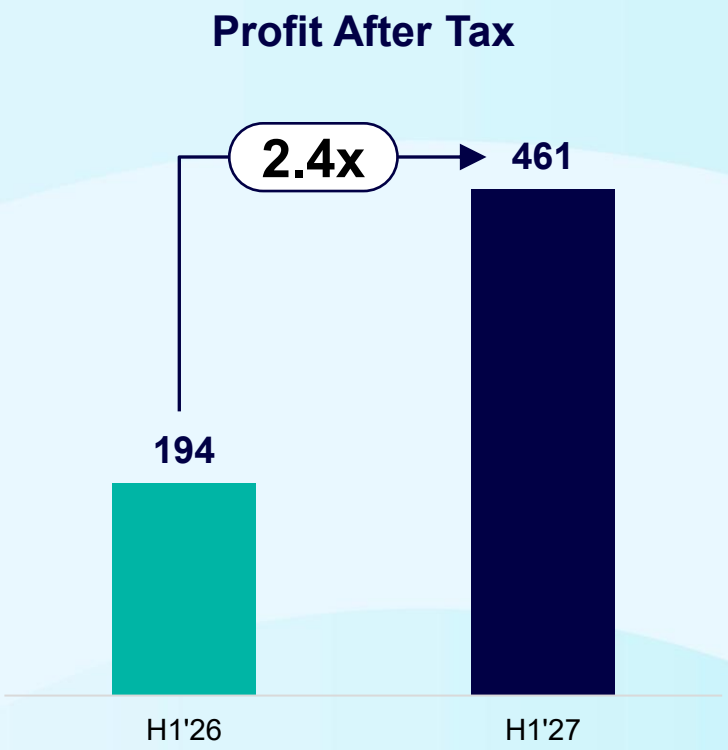
All above data based on proforma financials.

Compounding

All data in ₹ Cr







All above data based on proforma financials.

Trailing twelve-months

lenskart

REVENUE

₹10,000 Cr+

EBITDA

₹2,200 Cr+

EBITDA (pre-IndAS 116)

₹1,300 Cr+

Profit After Tax

~₹800 Cr

All above data based on proforma financials.

Key Operational Highlights

lenskart

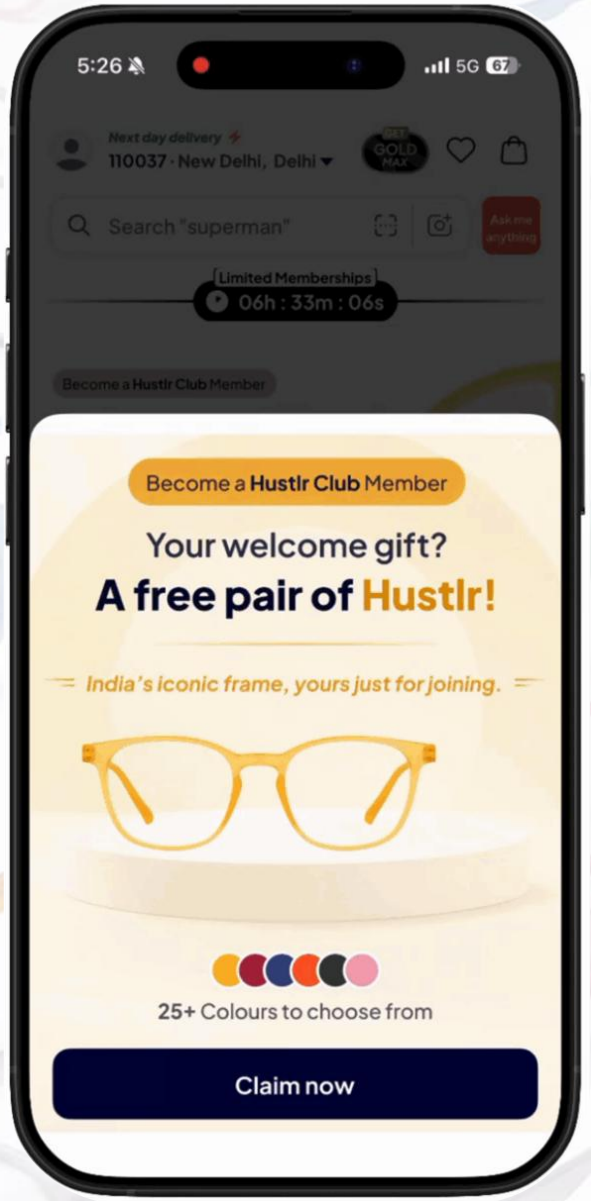
Q2 FY27

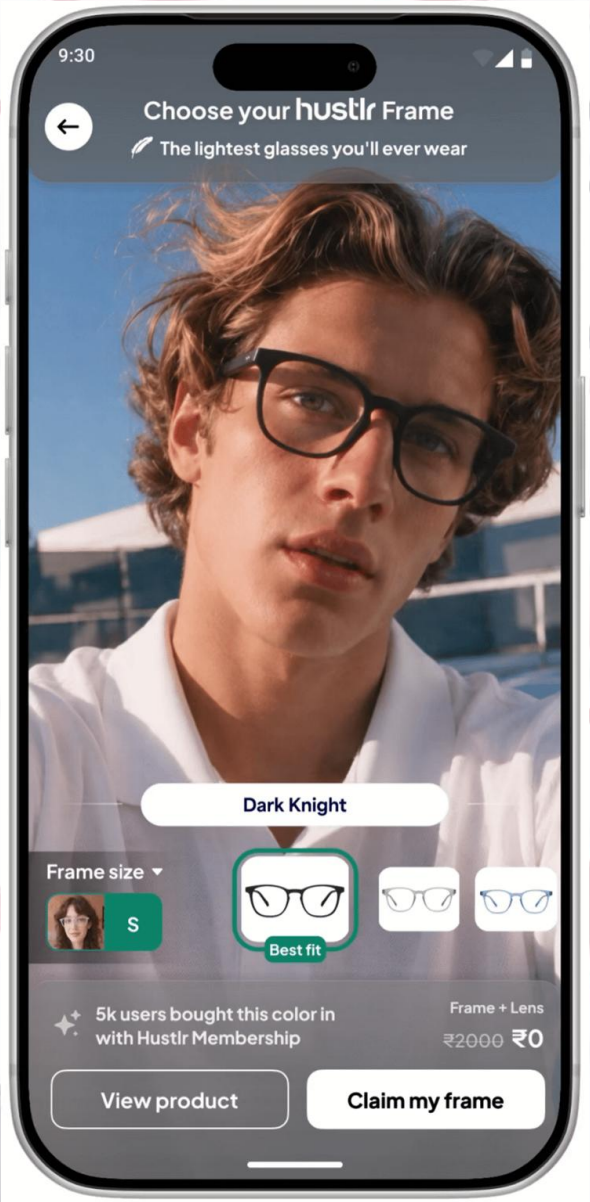
Eye Test Performed	Eyewear Units Sold	Net New Stores Added
0.8 Cr	**1.1 Cr**	**165**
▲ + 40.4% YoY	▲ + 27.1% YoY	▲ + 16.2% YoY

H1 FY27

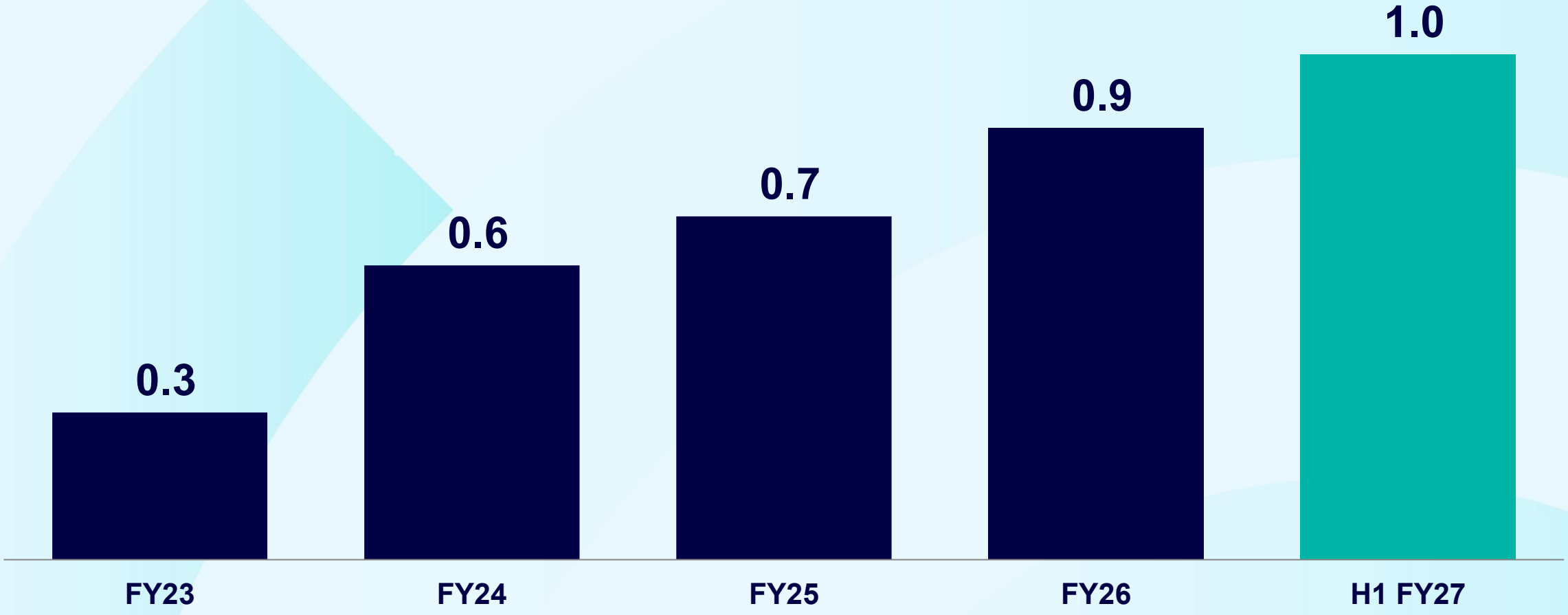
Eye Test Performed	Eyewear Units Sold	Net New Stores Added
1.5 Cr	**2.1 Cr**	**297**
▲ + 40.1% YoY	▲ + 26.4% YoY	▲ + 32.0% YoY

India SSSG 20.8% | India SPSG 27.1%


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S
Best fit
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1 Crore Active Gold Members



Lenskart Gold Members in India (Cr)

JOHN JACOBS

LABS

masaba



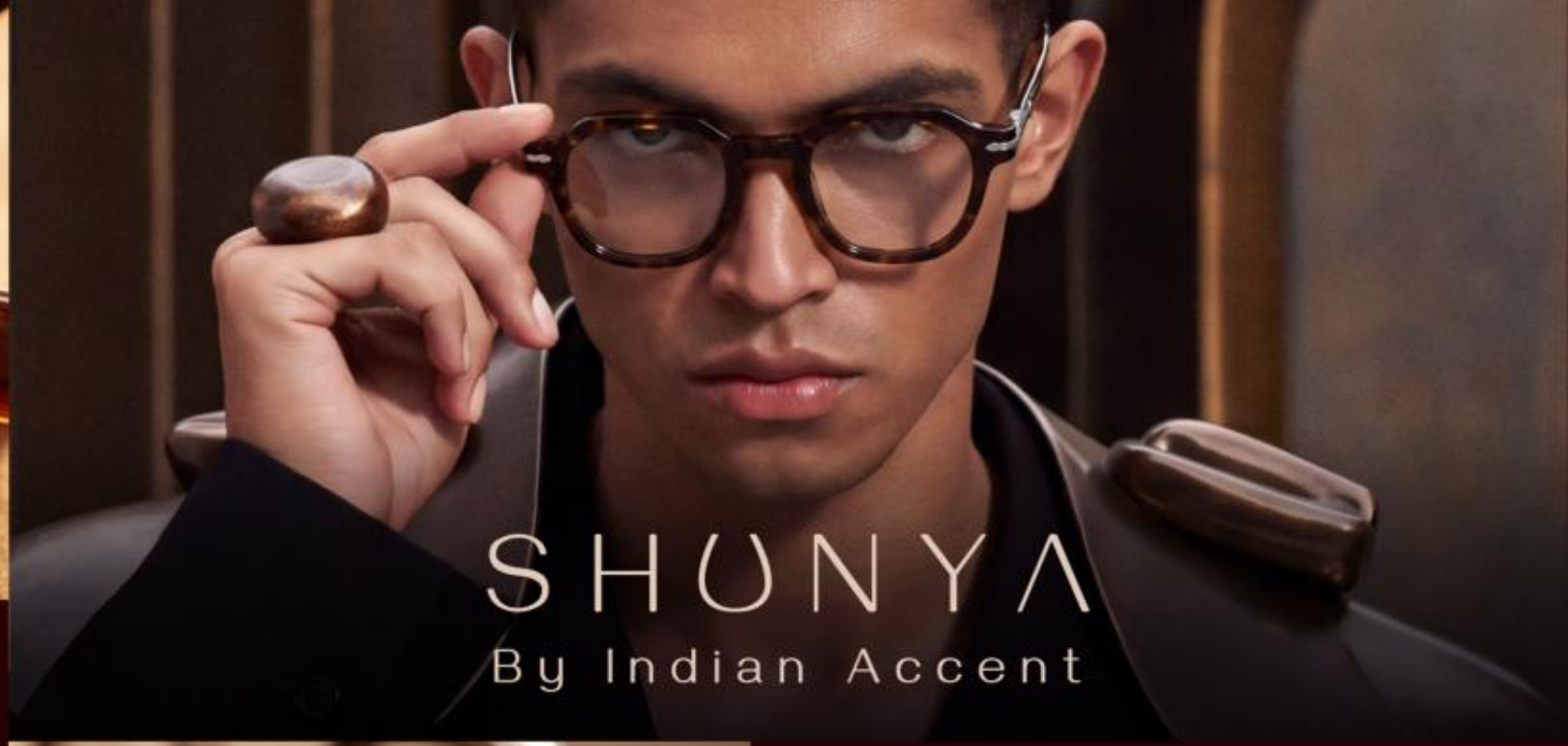












WHY YOU'LL LOVE THIS

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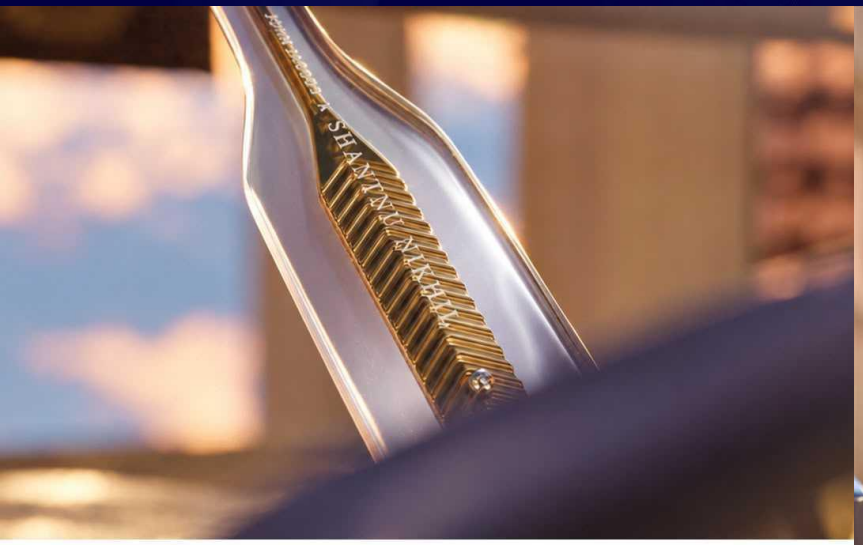







JOHN JACOBS
SHANTNU NIKHIL

JOHN JACOBS | SN SHANTNU NIKHIL









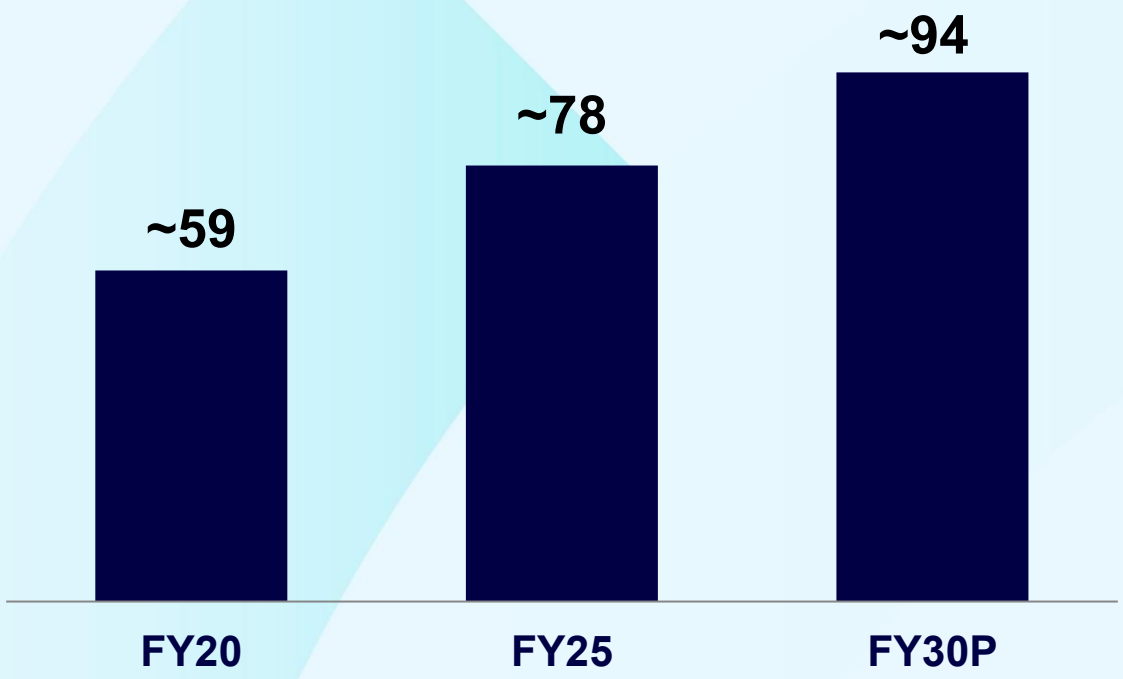

MELLER
MELLER | LIMITED COLLECTION
MELLER
LIMITED COLLECTION
MELLER



NPS (India)


+10.0 pts: FY23 to FY26
+2.0 pts QoQ
69.8
74.7
78.5
79.8
77.6
79.6
FY23
FY24
FY25
FY26
Q1 FY27
Q2 FY27
Annual
Quarterly

~94 Cr Need Vision Correction



Population with Refractive Errors in India (Cr)

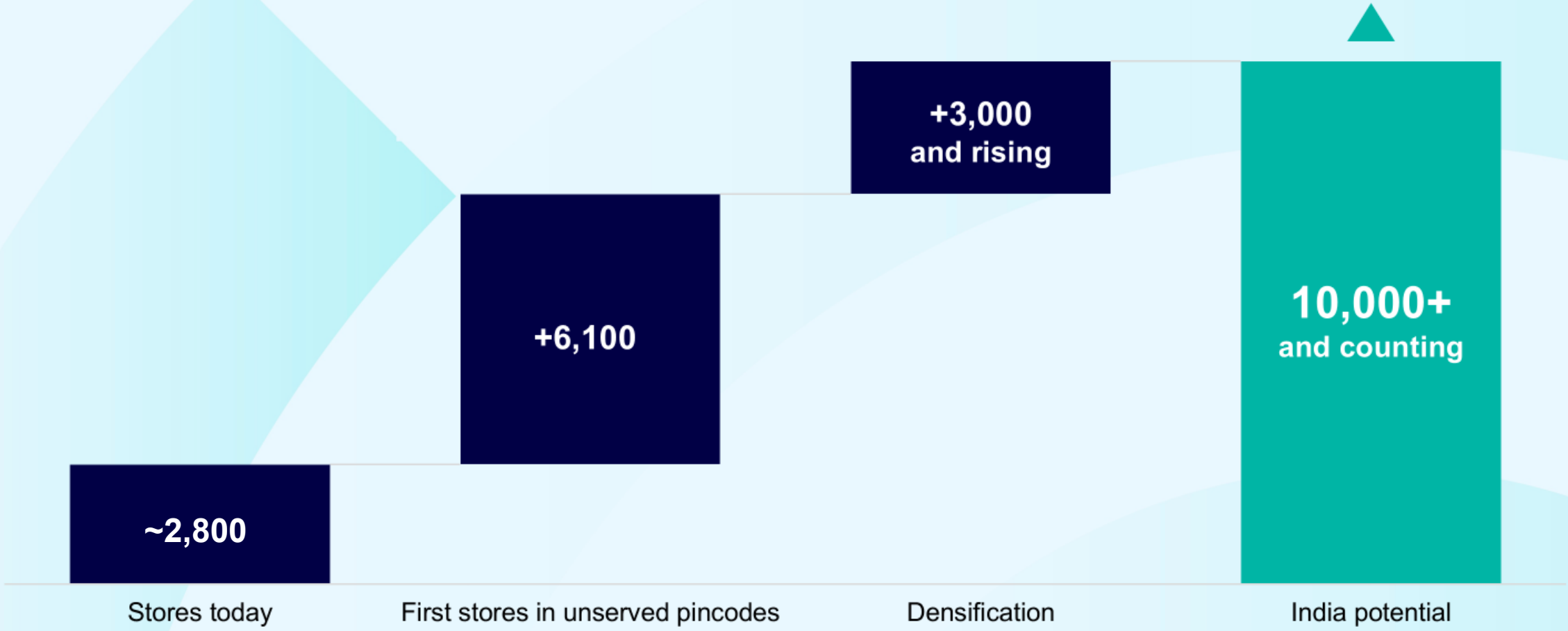


Refractive Errors means vision problems caused by the shape of the eye preventing light from focusing correctly on the retina. Includes myopia (near-sightedness), hyperopia (far-sightedness), astigmatism, and presbyopia

Sources: Redseer Report

India Store Runway

lenskart



The kind of company it takes

Engineering Company



Highest Quality, Lowest cost



Brands for All



Customer Surprise




लेन्सकार्ट
lenskart
evolv
EYES ON
THE WORLD
New Delhi
Mumbai
Bengaluru
Kolkata
Singapore
London
New York


Check-in



Key Financial Highlights: India

lenskart

Q2 FY27

Revenue	EBITDA	EBITDA (pre-IndAS 116)
₹1,668 Cr	**₹362 Cr**	**₹267 Cr**
▲ **+ 35.3% YoY**	▲ **+ 50.5% YoY**	▲ **+ 61.5% YoY**
	21.7% margin	16.0% margin

H1 FY27

Revenue	EBITDA	EBITDA (pre-IndAS 116)
₹3,199 Cr	**₹690 Cr**	**₹503 Cr**
▲ **+ 33.0% YoY**	▲ **+ 47.4% YoY**	▲ **+ 56.6% YoY**
	21.6% margin	15.7% margin

All above data based on proforma financials.

Key Operational Highlights: India

lenskart

+ 44.1% YoY

Eye Tests

70L in Q2 FY27

+26.5% YoY

Eyewear Units

86L in Q2 FY27



20.8%

Same-Store Sales Growth

27.1% SPSG

143

Net New Stores Added Q2 FY27

2,868 Active Stores

Key Financial Highlights: International

lenskart

Q2 FY27

Revenue	EBITDA	EBITDA (pre-IndAS 116)
₹1,201 Cr	**₹264 Cr**	**₹127 Cr**
▲ **+ 29.5% YoY**	▲ **+ 45.9% YoY**	▲ **+ 86.8% YoY**
	22.0% margin	10.6% margin

H1 FY27

Revenue	EBITDA	EBITDA (pre-IndAS 116)
₹2,404 Cr	**₹528 Cr**	**₹254 Cr**
▲ **+ 33.6% YoY**	▲ **+ 60.7% YoY**	▲ **+ 137.9% YoY**
	21.9% margin	10.6% margin

All above data based on proforma financials.

Key Operational Highlights: International

lenskart

+15.0% YoY
Eye Tests

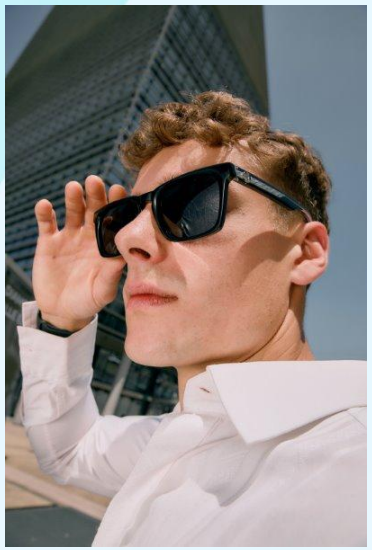
8.4L in Q2 FY27

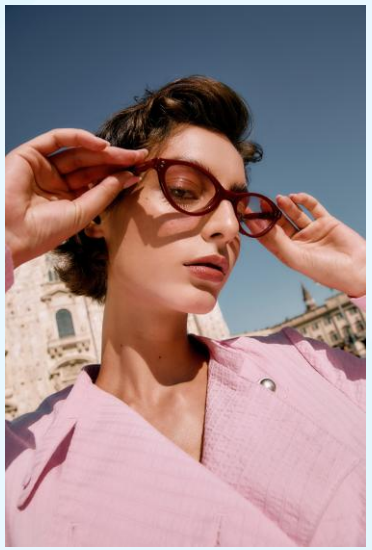
+29.7% YoY
Eyewear Units

20.6L in Q2 FY27

22
Net New Stores Added Q2 FY27

756 Active Stores

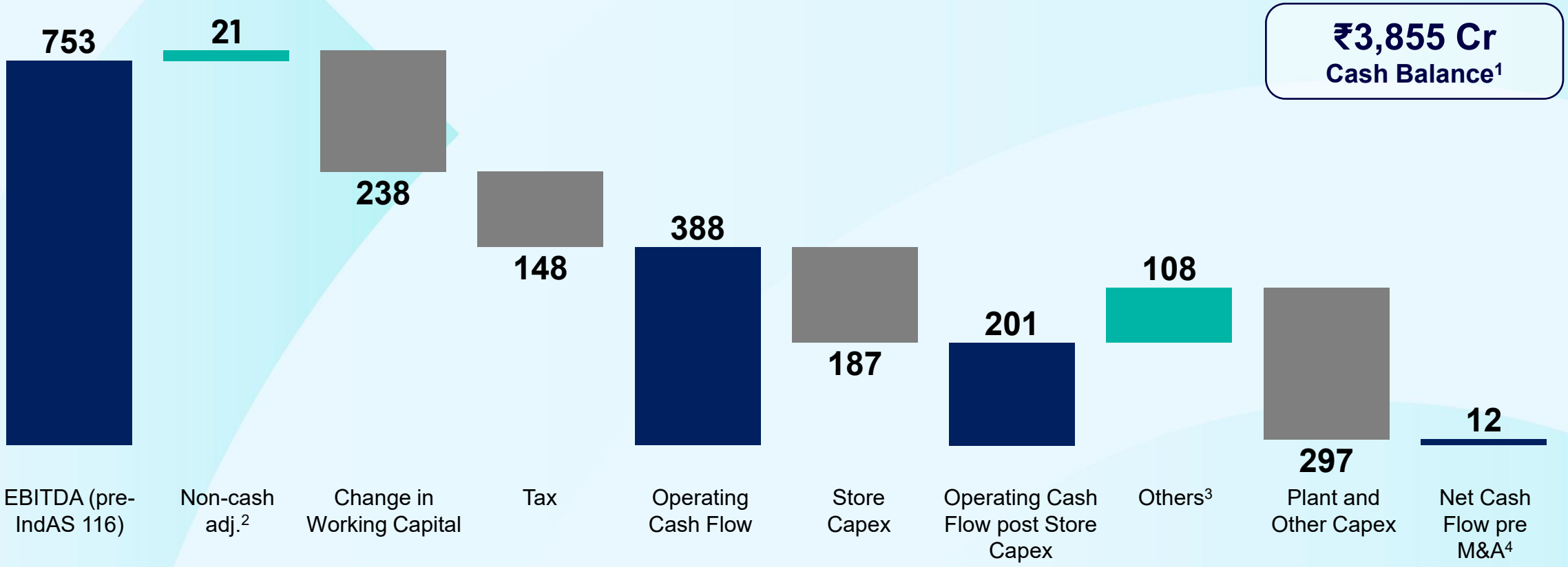







Cash Flow

Cash Flow pre M&A - H1 FY27 (₹ Cr)



₹3,855 Cr
Cash Balance[1]

[1] *After considering foreign currency translation reserve and excluding IPO-related payable.*
[2] *Non-cash adjustments comprise provisions, FVTPL losses, ESOP costs, royalty income, and unrealised forex gains/losses*
[3] *Others include interest income on fixed deposit (+114 Cr), proceeds from the issue of ESOP shares (+23 Cr), unrealised gain on mutual funds (+7 Cr), dividend (+3 Cr)and repayment of Loans (-39 Cr)*
[4] *M&A - We invested ₹82.2 Cr in H1: Owndays ₹52.5 Cr, Dimension NXG (Ajna) ₹15.5 Cr, Marco JV (Sunrise, Thailand) ₹7.1 Cr, Le-Petit Lunetier ₹5.6 Cr, and Visionsure ₹1.5 Cr.*

ROCE



Note

ROCE: EBIT divided by capital employed. EBIT being computed as the profit/(loss) after tax for the period/ year (+) tax expense/ credit (+) finance costs; capital employed being computed as total equity (+) current and non-current borrowings (+) deferred tax liabilities (-) goodwill and other intangible assets (-) intangible assets under development (-) deferred tax assets

Path to 25% EBITDA margin

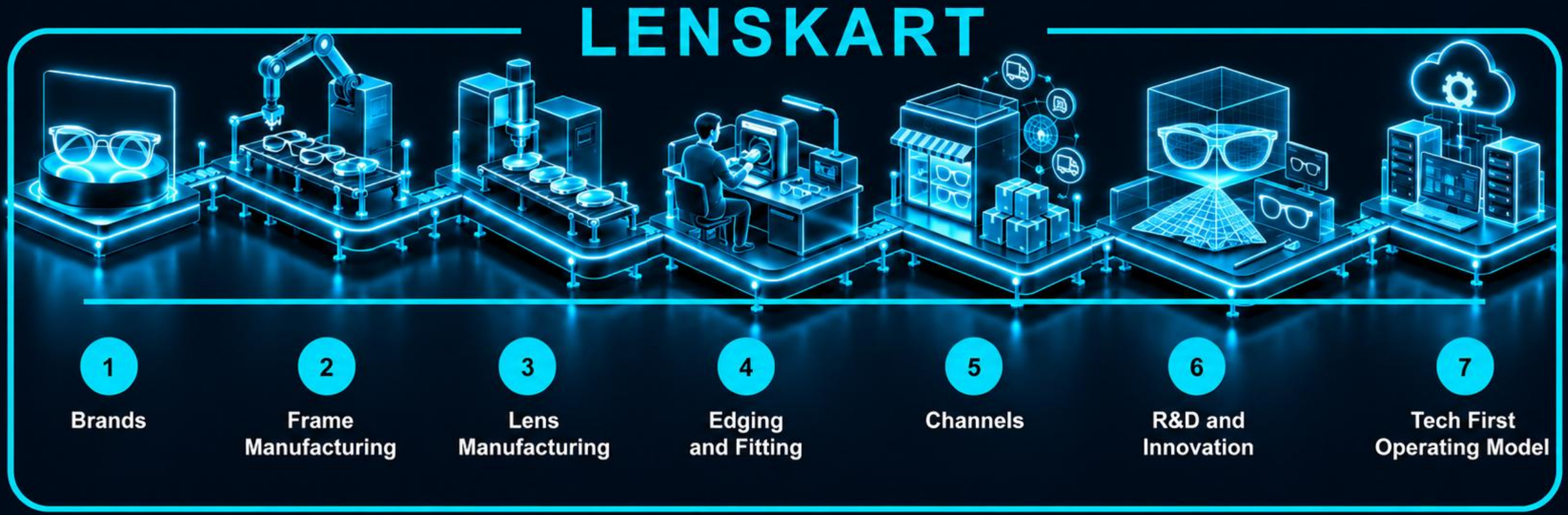
EBITDA (pre-Ind AS 116)

7 Pools of Profit



1. Brands
2. Frame Manufacturing
3. Lens Manufacturing
4. Edging and Fitting
5. Channels
6. R&D and Innovation
7. Operating Model

Factory to Face



House of brands

lenskart

lenskart

JOHN JACOBS

OWNDAYS

lenskart air

hustlr

Hooper

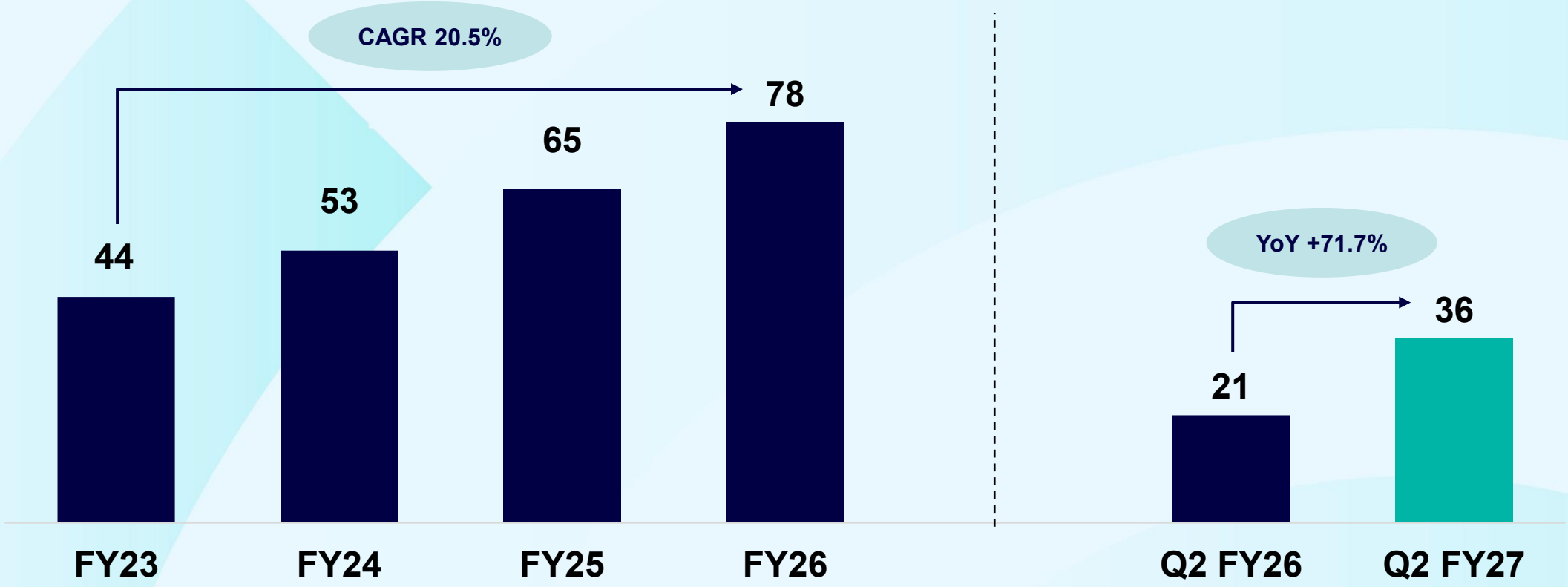
VINCENT CHASE

MELLER

LE PETIT LUNETIER PARIS

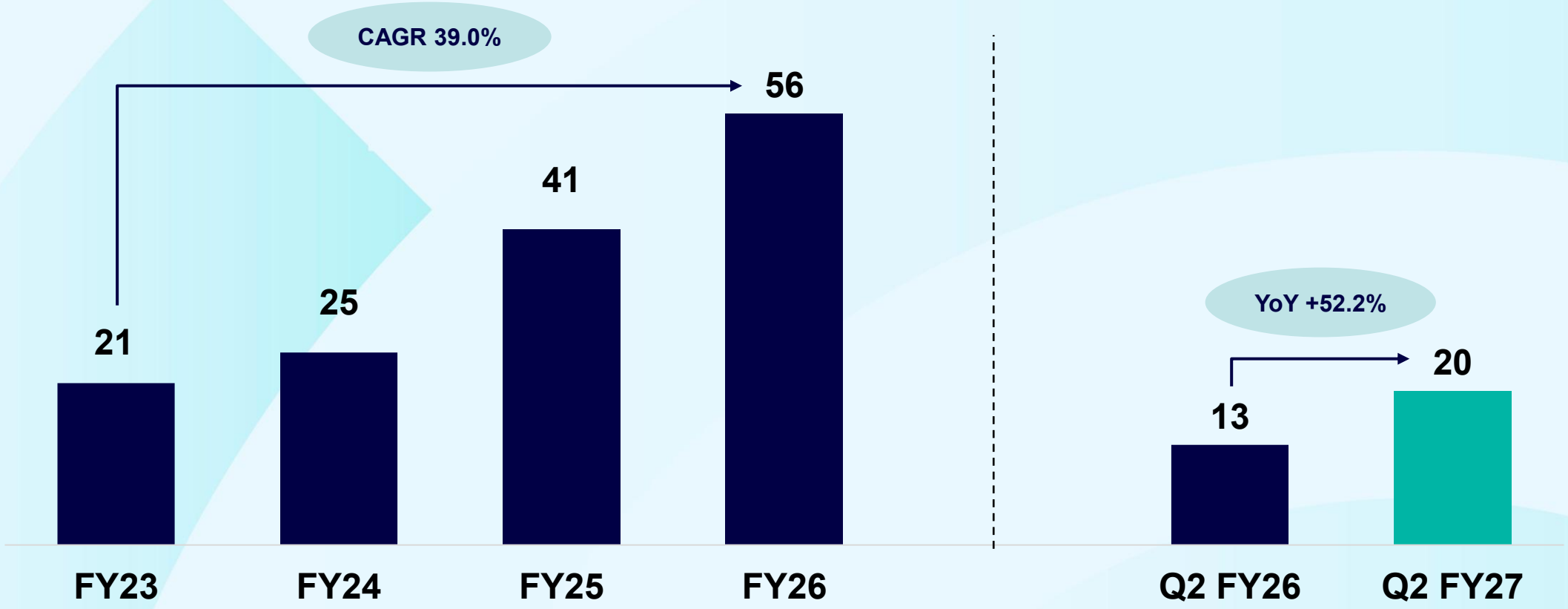
aqualens

Frames Manufactured In-house



Frames manufactured in-house (India, China, Thailand - Lakh units)

Lenses Manufactured In-house



Lenses manufactured in-house (Lakh units)

Edging and Fitting



Upcoming centralized manufacturing facility - Hyderabad

Channels

Stores

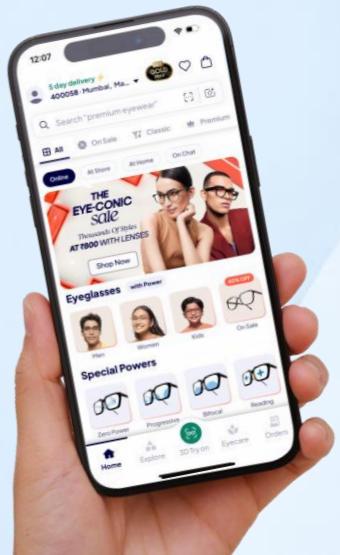
2,868 India

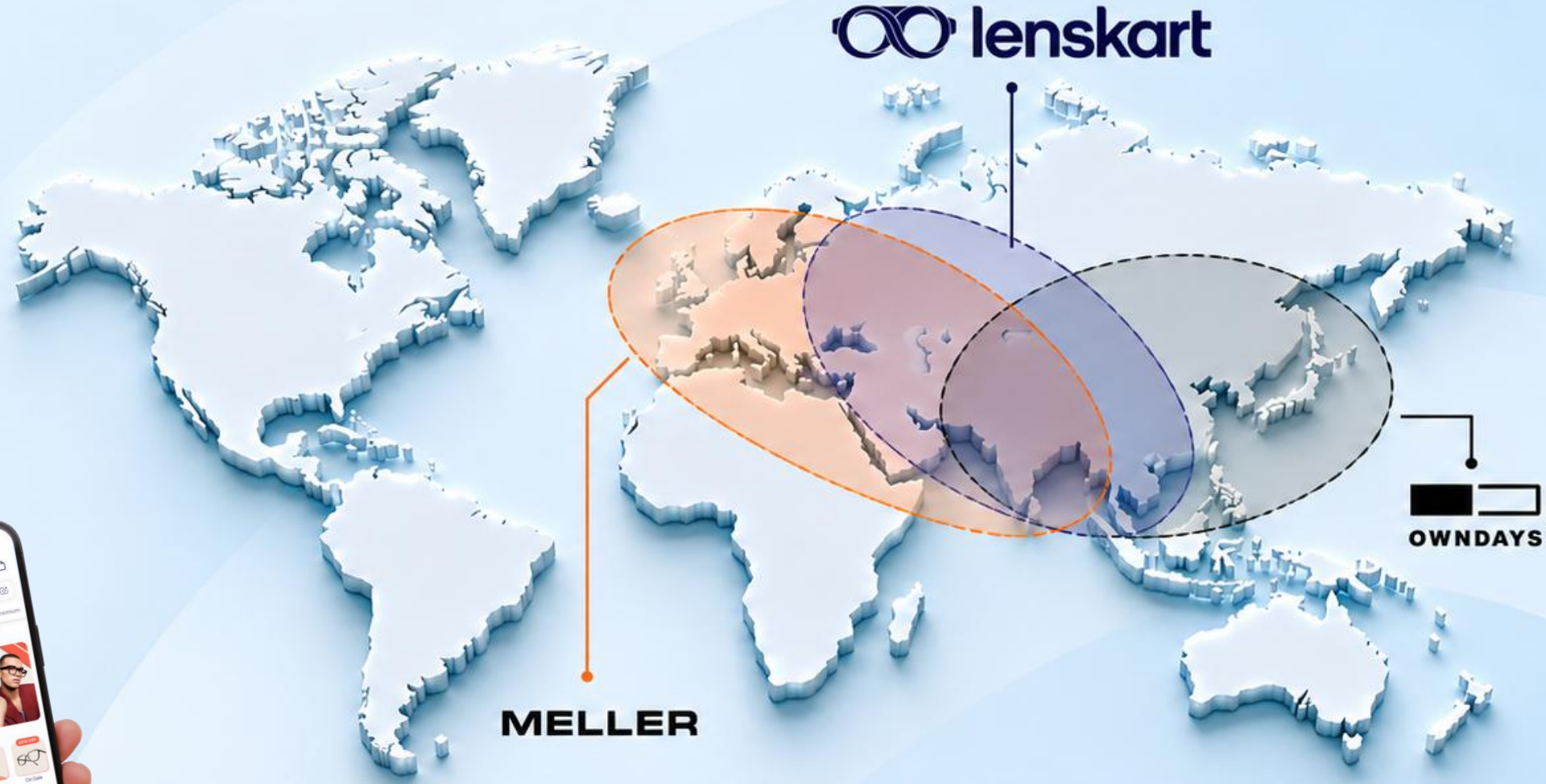
756 International

India

20.8% SSSG

27.1% SPSG





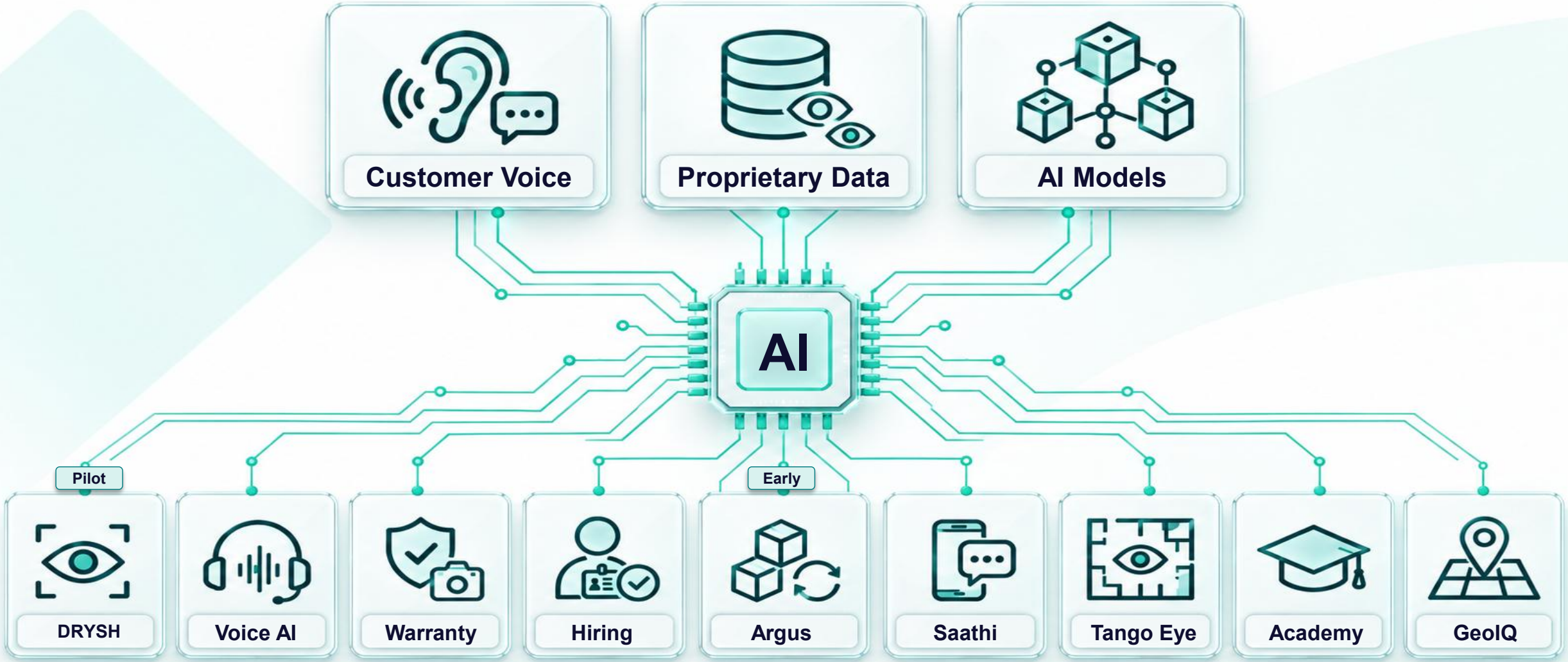
R&D and Innovation







Tech First Operating Model



Priority is Growth

Drishti Ki Daud

Covering
800 million steps

15 times
around the Earth

30,000 glasses
distributed



Q&A

lenskart

VISION FOR BILLION