

# Research Report

Lenskart Solutions Limited



Prepared By-

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# About

Incorporated in 2008, Lenskart Solutions is a technology-focused eyewear company involved in the design, manufacturing, branding, and retail of prescription eyeglasses, sunglasses, contact lenses, and accessories. Lenskart is a technology-driven, vertically integrated D2C eyewear company that designs, manufactures, brands and retails prescription eyeglasses, sunglasses, contact lenses and accessories via an omnichannel network (stores + apps + web) across India and select international markets.

## Business Segments

### Product Portfolio:

#### a) Prescription eyeglasses (Core Product)

Single vision, Bifocal, Progressive; Custom Surfacing, Coatings (blue-light, UV, anti-glare), Smart glasses (Phonic launched Dec 2024).

#### b) Sunglasses - Multiple brands / Price Tiers.

#### c) Contact lenses & solutions -

The Products are marketed under in-house and partner brands (e.g., Aqualens, Owndays).

#### d) Accessories & value-added services

Cases, Cleaning kits, frame swaps, bitz, home eye tests, after-sales/repairs, loyalty (Lenskart Gold).

## Synopsis of Financials

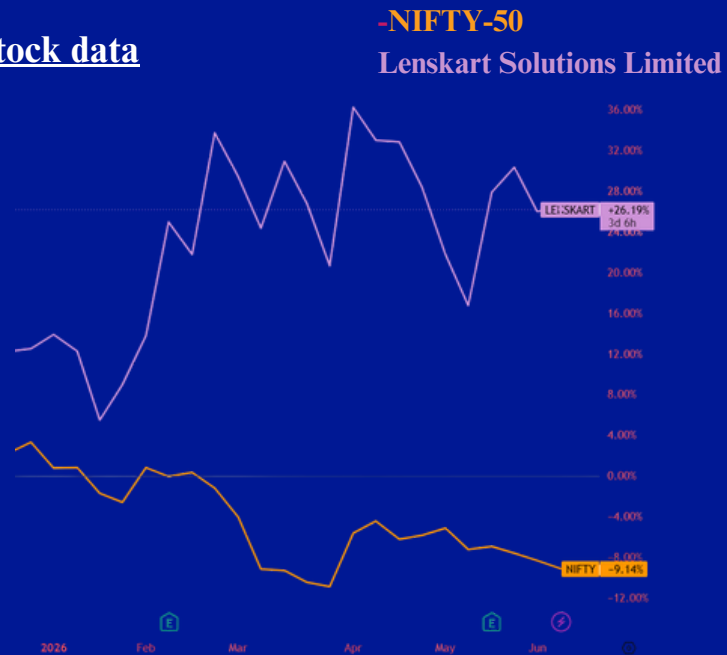
### Q4/FY26 Performance Snapshot (Pro forma; Q4 FY26 same as reported)

- Revenue: Q4 +41% YoY to ₹2,516cr (strongest quarter as a public co.); FY26 ₹9,000+cr.
- Q4 EBITDA +61% YoY, margin +270 bps to 21.3%.
- Q4 PAT ₹204cr; FY26 crossed ₹500cr PAT milestone (₹530cr cited).

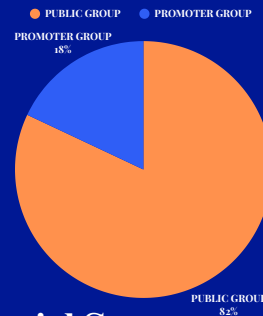
## Stock data (as 09th June 2026)

Nifty Price	: 23,179.25
52 week High (in Rs.)	: 557.65
52 week Low (in Rs.)	: 356.10
Market Cap. (in Crore)	: 87,657.60
NSE Code	: INE956O01016

### Stock data



### Shareholding Pattern (March 2026)



**-PUBLIC GROUP**  
**-PROMOTER GROUP**

### Financial Summary

Particular	Mar-22	Mar-23	Mar-24	Mar-25	Mar-26
Sales -	1,503	3,788	5,428	6,653	8,814
Sales Growth %	65.99%	152.08%	43.29%	22.57%	32.49%
Expenses +	1,617	3,524	4,748	5,675	7,065
Operating Profit	-115	264	680	977	1,749
OPM %	-8%	7%	13%	15%	20%
Net Profit +	-102	-64	-10	297	501
EPS in Rs	-13.39	-8.34	-2.26	3.83	2.84
Dividend Payout %	0%	0%	0%	0%	0%

# Quarterly Results

Particular	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25	Mar-26
Sales -	1,669	1,728	1,894	2,096	2,308	2,516
YOY Sales Growth %		3.54%	9.61%	20.77%	38.28%	45.62%
Expenses -	1,459	1,436	1,558	1,683	1,845	1,979
Material Cost %	32.81%	32.44%	31.88%	31.02%	31.07%	30.39%
Employee Cost %	19.48%	25.17%	24.58%	23.97%	22.87%	21.77%
Operating Profit	210	292	336	413	462	536
OPM %	13%	17%	18%	20%	20%	21%
Other Income -	32	212	42	33	35	49
Other income normal	32.11	211.69	52.23	33.26	40.36	49.03
Interest	34	48	41	45	49	44
Depreciation	199	215	237	253	270	288
Profit before tax	8	241	100	148	178	254
Tax %	77%	9%	39%	30%	26%	20%
Net Profit +	2	220	61	103	133	204

Source: Screener

## Key Ratios

Partculers	Mar 2022	Mar 2023	Mar 2024	Mar 2025	Mar 2026
Debtor Days	21	27	23	7	7
Inventory Days	141	163	148	198	138
Days Payable	109	154	111	135	127
Cash Conversion Cycle	53	36	60	69	19
Working Capital Days	115	57	11	-5	67
ROCE %	-3%	0%	2%	6%	8%

Source: Screener

# Yearly Results

Particulars	March 2022	March 2023	March2024	March2025	March2026
Equity Capital	15	15	15	154	347
Reserves	2,918	5,441	5,467	5,777	8,391
Borrowings	34	934	2,343	2,740	3,097
Other Liabilities	733	3,071	1,661	1,718	2,578
Total Liabilities	3,700	9,462	9,487	10,390	14,413
Fixed Assets	649	5,067	5,501	6,231	7,798
CWIP	133	134	71	107	112
Investments	1,048	787	1,003	1,038	513
Other Assets	1,869	3,474	2,912	3,014	5,991
Total Assets	3,700	9,462	9,487	10,390	14,413

# Synopsis Quarter Results

## Concall Notes - May-2026: Key Highlights

### Q4/FY26 Performance Snapshot (Pro forma; Q4 FY26 same as reported):

- Revenue: Q4 +41% YoY to ₹2,516cr (strongest quarter as a public co.); FY26 ₹9,000+cr.
- Profitability scaling / “compounding phase”:
  - Q4 EBITDA +61% YoY, margin +270 bps to 21.3%.
  - Q4 EBITDA (pre-Ind AS 116) ₹322cr, margin 12.8% (vs 9.1% LY).
  - Q4 PAT ₹204cr; FY26 crossed ₹500cr PAT milestone (₹530cr cited).
  - FY26 milestones: ₹1,700cr EBITDA, ₹1,000cr pre-Ind AS EBITDA, ₹500cr PAT.

### Q4 India revenue ₹1,475cr (+44% YoY) with substantial margin expansion:

- EBITDA (pre-Ind AS 116) margin 15.3%, up ~600 bps YoY (vs ~9% in Q4 FY25). CFO emphasized: “growth and profitability are positively correlated.”
- P&L drivers (broad-based leverage):
  1. Employee cost -270 bps, driven by same-store growth and relatively flat HQ/tech cost from automation.
  2. Marketing -80 bps despite higher absolute spend.
  3. Other expenses (ex-marketing) improved (note at end corrects a transcript slip; intent is improvement).
  4. Rent -70 bps on stronger same-store throughput.
  5. Gross margin held at 64%; management attributed flatness to rupee depreciation “absorbed all the benefits of vertical integration and premiumization.”

### Cash Flow, Capital Allocation, and Returns:

- FY26 operating cash flow ₹887cr (~91% of reported EBITDA pre-Ind AS 116), funding:
- 603 net new store capex and manufacturing investments including new Hyderabad facility.
- Net cash balance ₹3,881cr (excluding IPO-related payables largely settled in April).
- ROCE 23% excluding undeployed IPO proceeds; +900 bps YoY.

# Highlights

## Q4 FY26

Revenue

**₹25,157 Mn**

▲ +40.6% YoY

## FY26

Revenue

**₹90,023 Mn**

▲ +32.3% YoY

## Q4 FY26

EBITDA

**₹5,362 Mn**

▲ +61.2% YoY

21.3% margin

EBITDA

**₹17,895 Mn**

▲ +55.3% YoY

19.9% margin

## Q4 FY26

Profit After Tax

**₹2,036 Mn**

▲ +164.7% YoY

8.1% margin

Profit After Tax

**₹5,300 Mn**

▲ +147.7% YoY

5.9% margin

## Q4 FY26

Net New Stores Added

**183**

▲ 28.9% YoY

Net New Stores Added

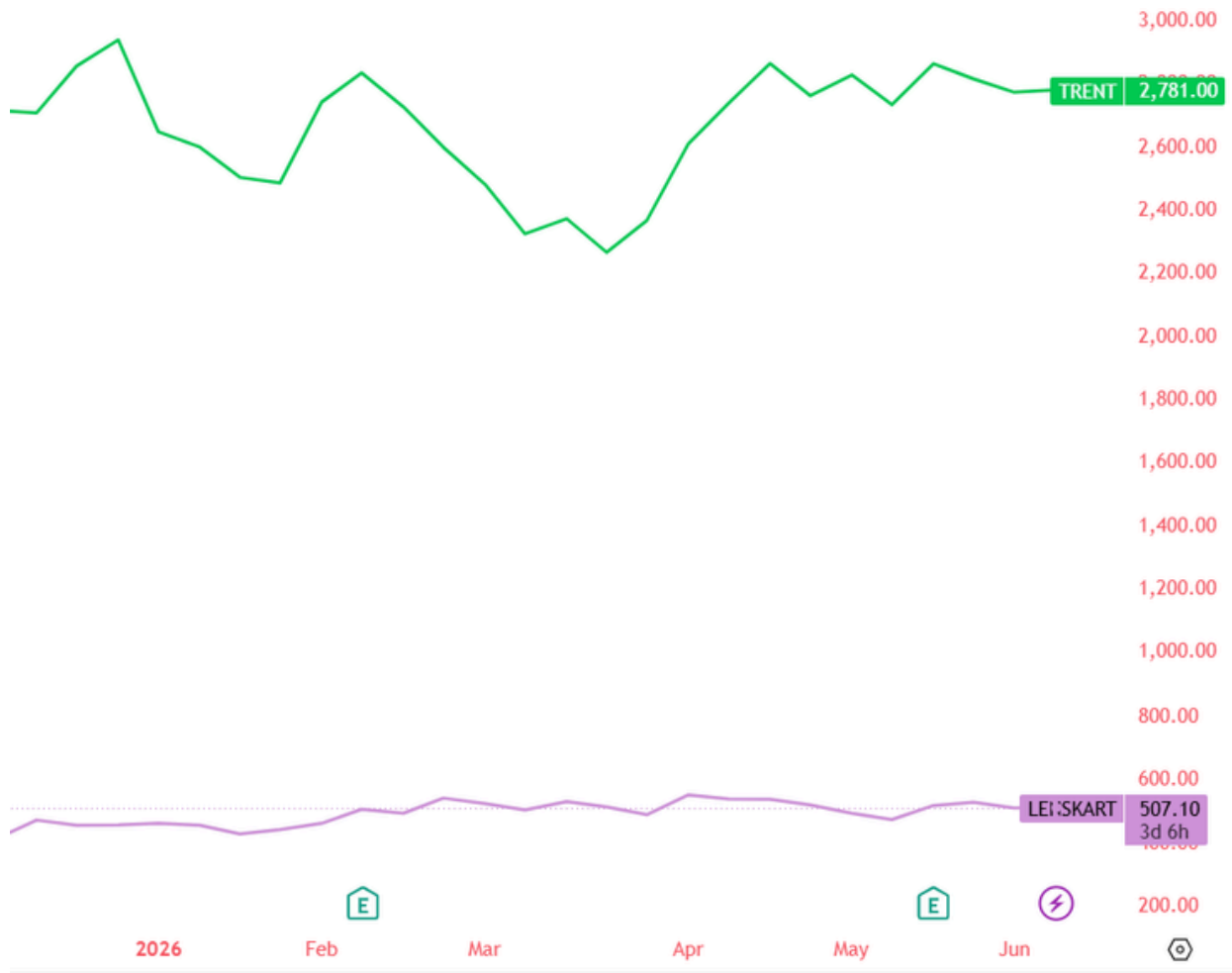
**603**

▲ 80.0% YoY

# Peer Comparison



## Peer Stock Performance (5Y) Indexed



Source: Trading View

## Peer Financial Performance

Name	CMP Rs.	P/E	Mar Cap Rs.Cr.	Div Yld %	NP Qtr Rs.Cr.	Qtr Profit	Sales Qtr	Qtr Sales	ROCE %
Trent Ltd.	2753.35	85.08	146817	0.22	413.1	25.83	5027.99	19.23	28.34
Lenskart Ltd.	507.35	175.34	88214	0	203.62	-8.5	2515.71	45.62	8.44

Source: Screener

# Final Outlook

**LENSKART: HOLD | LTP: 503.65**

## Summary:

Lenskart has emerged as one of India's fastest-growing consumer brands, supported by strong revenue growth, expanding store presence, and a technology-driven business model. The company has successfully transitioned from a loss-making phase to consistent profitability while maintaining high growth rates. Improving operating margins, strong cash generation, and increasing scale indicate that the business is entering a more mature growth phase. However, the company still trades at premium valuations, and sustaining rapid growth will be crucial to justify these valuations. Overall, Lenskart remains a strong consumer growth story with improving fundamentals and significant long-term potential.

## Recent Performance (FY26 – Easy View)

- Revenue crossed ₹8,800 Cr during FY26.
- Q4 FY26 revenue grew 41% YoY to ₹2,516 Cr.
- EBITDA increased 61% YoY, with margin improving to 21.3%.
- FY26 PAT crossed ₹500 Cr, marking a major profitability milestone.
- Operating cash flow reached ₹887 Cr, reflecting strong cash generation.
- The company maintained a healthy net cash position while continuing store expansion and manufacturing investments.

## Simple Understanding

- Revenue has grown at a very strong pace over the last five years.
- The company has successfully moved from losses to profitability.
- Operating margins improved significantly from -8% to 20%.
- Profits are increasing as the business scales and operating efficiency improves.
- The company continues to reinvest earnings instead of paying dividends.

Lenskart is a high-growth consumer and retail company with strong brand value, improving profitability, and a scalable business model. The company continues to benefit from increasing eyewear penetration, organized retail growth, and digital adoption in India. While its long-term prospects remain attractive, premium valuations and execution risks may limit near-term upside.

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