

Founded in 2010, Lenskart is India’s leading omnichannel eyewear retailer with 2,500+ stores in India and abroad. Backed by SoftBank, Alpha Wave, and ADIA, it has integrated manufacturing in Bhiwadi and is building a mega facility in Telangana. They operate multiple brands like John Jacobs, Hustlr, Lenskart Air, Vincent Chase, Lenskart Twyst, Aqualens, Hopper, Lenskart Studio, Lenskart Boost

Key Highlights:

- **Strong Financial Performance:** ₹6,652 Cr revenue in FY25 (22.5% YoY growth), with 4.4% of PAT Margin.
- **Extensive Retail Network:** 2,723 stores globally (2,067 in India, 656 international) spanning over 23.2 lakh sq. ft. retail space
- **Revenue Split:** 58% domestic (₹4,060 Cr), 42% international (₹2,638 Cr)
- **Acquisitions:** Lenskart's strategic acquisitions have accelerated its growth trajectory, like Meller, Owndays, Baofeng Framekart Technology.
- **Market Leadership:** 25% market share in organized eyewear retail, 5x larger than nearest competitor Titan Eye Plus (5% share)

Potential Valuation: ₹76,500 Cr (**\$9 Billion**) as of FY25

Use of Proceeds

- *New Store Expansion:* ₹800 Cr for 620 new company-owned stores by FY29.
- *Technology Investment:* ₹550 Cr for digital transformation, AI enhancements.
- *Manufacturing Capacity:* New facility near Bengaluru airport to boost production.

Key Investors

- *SoftBank Vision Fund:* Led \$275M round (Dec 2019) at \$1B+ valuation
- *Temasek Holdings:* Led \$220M round with Alpha Wave (Jul 2021)
- *Fidelity Management:* Co-led \$200M round (Jun 2024) at \$5B valuation
- *Abu Dhabi Investment Authority:* Led \$500M round (Mar 2023)
- *ChrysCapital:* Invested \$100M (Jun 2023)

PARTICULARS (in INR Cr.)	FY25	FY24	Growth
Revenue	6652	5427	22%
EBITDA	975	673	44.8%
PAT	297	-10	307%

PARTICULARS	FY25
P/E	235X
P/S	10.5X
P/B	7.15X