



## FSN E-Commerce Ventures Limited

(formerly 'FSN E-Commerce Ventures Private Limited')

August 05, 2022

National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, G Block,  
Bandra – Kurla Complex,  
Bandra (E), Mumbai – 400 051

BSE Limited  
Corporate Relationship Department,  
2<sup>nd</sup> Floor, New Trading Wing,  
Rotunda Building, P.J. Towers,  
Dalal Street, Mumbai – 400 001

Symbol: NYKAA

Scrip Code: 543384

**Sub: Press Release – Unaudited Standalone and Consolidated financial results for the quarter ended June 30, 2022**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the press release being issued by the Company regarding the Unaudited Standalone and Consolidated financial results for the quarter ended June 30, 2022.

Kindly take the same on record.

Thanking You.

Yours faithfully,  
For FSN E-Commerce Ventures Limited  
(formerly 'FSN E-Commerce Ventures Private Limited')

  
Rajendra Punde  
Head – Legal, Company Secretary & Compliance Officer  
Mem. No.: A9785



Encl.: as above



FSN E-Commerce Ventures Limited  
Quarter ended June 30, 2022 – Result Press Release

**Consolidated GMV grew 47% YoY to ₹ 21,558 million in Q1 FY2023; Consolidated Revenue from Operations grew 41% YoY to ₹ 11,484 million in Q1 FY2023; Continuing to deliver strong and consistent performance.**

Mumbai, India, August 5, 2022: Digitally native lifestyle retailer FSN E-Commerce Ventures Limited (referred as “Nykaa” or the “Company”), today announced its financial results for the quarter ended June 30, 2022.

**A. Consolidated financial highlights for Q1 FY2023:**

**During the quarter, we continued to grow strongly overall with improvement in gross margin and efficiency in fulfilment expense leading to improvement in overall EBITDA margin YoY**

- **GMV** grew 47% YoY to ₹ 21,558 million in Q1 FY2023
- **Revenue from Operations** grew 41% YoY to ₹ 11,484 million in Q1 FY2023
- **Gross Profit** grew 54% YoY to ₹ 5,099 million in Q1 FY2023. Gross margin as a % to Revenue from Operations increased to 44.4% in Q1 FY2023 vs 40.6% in Q1 FY2022
- **EBITDA** grew 71% YoY to ₹ 461 million in Q1 FY2023. EBITDA margin as % of Revenue from Operations improved to 4.0% in Q1 FY2023 vs 3.3% in Q1 FY2022, led by improvement in gross margin and efficiency in fulfilment expense
- **Profit before Tax** grew 165% YoY to ₹ 83 million in Q1 FY2023
- **Net Profit after Tax** grew 42% YoY to ₹ 50 million in Q1 FY2023

**B. Beauty and Personal Care (BPC): Focus on customer acquisition and order volume to drive long term sustainable growth**

- **GMV** grew 39% YoY to ₹ 14,888 million in Q1 FY2023
- **Annual Unique Transacting customers** grew 33% YoY to 8.6 million as at June 30, 2022
- **Orders** grew 40% YoY to 8.1 million in Q1 FY2023
- **BPC Contribution margin** have improved by 530 bps YoY in Q1 FY2023 led by gross margin improvement and efficiency in fulfilment expense

**C. Fashion: Strong Sequential growth while maintaining focus on conversion**

- **GMV** grew 59% YoY and 21% QoQ to ₹ 5,820 million in Q1 FY2023
- **Fashion GMV** contributed 27% to Consolidated GMV in Q1 FY2023
- **Annual Unique Transacting customers** grew 99% YoY to 2.0 million as at June 30, 2022
- **Fashion contribution margin** has been positive and grew by 90 bps sequentially in Q1 FY2023

**D. Others: Continuing investment in new growth verticals**

- Investment in new businesses to expand across the value chain and to diversify in new lifestyle categories
- **Others GMV** grew 153% YoY to ₹ 850 million, contributing to 3.9% of the Consolidated GMV in Q1 FY2023
- **SuperStore by Nykaa** has 45,000+ transacting retailers across 500+ cities with 165 brands listed as at June 30, 2022
- Others include our new businesses NykaaMan, eB2B platform SuperStore by Nykaa and International

**Key Business Highlights:**

- Nykaa Everyday's value proposition for consumers – A **One Stop destination** for all Everyday Beauty and Personal Care needs with assurance of 100% authentic products and great value on the basket
- Nykaa partnered with **Estee Lauder** to bring the much awaited and popular international brand "**The Ordinary**" to India
- Nykaa Fashion expanded the Global Store by bringing the best of international brands such as **Little Mistress, LC Waikiki, Twist, Koton** and **Oxxo** directly to Indian consumers
- Nykaa Fashion expanded its portfolio of Owned Brands by launching **Twig & Twine** – a home décor brand, **Gloot** – men's innerwear and athleisure category, **Azai** – Accessories category & **Kica** – Athleisure wear category
- Accelerating our offline expansion this quarter with **8 physical stores** across cities like **Pune, Coimbatore, Delhi, Ranchi, Ahmedabad** and **Kolkata**. Our total physical stores count was **113 stores** across **52 cities** as at June 30, 2022
- With a focus to create a better consumer experience, Nykaa is expanding its network of fulfilment centers. In Q1 FY2023, Nykaa expanded warehouse storage space by 2.3 lacs sq. ft. by opening 7 new warehouses There were **30 fulfilment centers** across **14 cities** with a total capacity of **10.5 Lacs sq. ft.** as of June 30, 2022
- In this quarter, Nykaa continued its third flagship sale, "**Nykaa Summer Super Saver Days**" from 3rd May – 8th May, featuring widest curation of authentic brands and irresistible offers across 1,200+ beauty brands including many global to homegrown brands
- **Nykaa Fashion** had its first flagship sale, "**Thank God It's Sale**", announcement of which featured Nykaa Fashion's Brand Ambassador "**Alaya F**"
- **Nykd by Nykaa** launched a TV campaign starring their first brand ambassador **Bhumi Pednekar**. The ad campaign echoes the concern of millions of women looking for great seamless bras. Bhumi's campaigns across digital and social platforms highlight the comfort and style offered by Nykd's merchandise

- **Nykaa Fashion** launched **First in Fashion Spring Summer'22 Collection**, focused on offering curated collection of trendy, stylish and new fashion for the season also including new launches for numerous renowned brands

#### Q1 FY2023 performance, Falguni Nayar, Executive Chairperson, MD, and CEO, said:

Our business continues to grow across the verticals, despite an adverse and challenging macroeconomic environment, demonstrating the strength of our business fundamentals and unique customer-first experiences. The beauty vertical, online and offline, is witnessing growth momentum while building efficiencies across the value chain. As a result of the significant discipline that we ensured in our retail store business during the COVID affected periods, we are now witnessing the positive effect of scale on our unit economics, especially with the return of offline shopping behaviour. The consumer demand for beauty, personal care and wellness is also showing early signs of recovery and we are gearing up for a promising festive season this year.

We continue to invest in building a unique customer proposition in fashion, with developments in platform experience and assortment depth. We also strengthened our purpose led owned brands portfolio, through the launch of Twig & Twine, Gloom, Azai and the acquisition of Kica. The sequential growth of Fashion over Q3 and Q4 of last year comes as a result of these building blocks along with the industry witnessing revival as factors such as mobility and travel improve.

We remain focused on investing in growth engines of the future, particularly Superstore by Nykaa, Nykaa Man and international operations. In each of these, our efforts are towards building the business model in a sustainable manner. We are witnessing promising revenue growth in these ventures, giving us confidence in our ambitions.

#### Consolidated financial performance for the quarter ended June 30, 2022:

(All amounts in ₹ million, unless otherwise stated)

Particulars	Quarter Ended					Year Ended Mar-22	YoY Growth
	Jun-22	Jun-21	YoY Growth	Mar-22	QoQ Growth		
<b>Revenue from Operations</b>	<b>11,484</b>	<b>8,170</b>	<b>41%</b>	<b>9,733</b>	<b>18%</b>	<b>37,739</b>	<b>55%</b>
<b>Gross Profit</b>	<b>5,099</b>	<b>3,317</b>	<b>54%</b>	<b>4,253</b>	<b>20%</b>	<b>16,439</b>	<b>73%</b>
<i>Gross Profit Margin %</i>	<i>44.4%</i>	<i>40.6%</i>	<i>380 bps</i>	<i>43.7%</i>	<i>71 bps</i>	<i>43.6%</i>	<i>471 bps</i>
<b>EBITDA</b>	<b>461</b>	<b>269</b>	<b>71%</b>	<b>385</b>	<b>20%</b>	<b>1,633</b>	<b>4%</b>
<i>EBITDA Margin %</i>	<i>4.0%</i>	<i>3.3%</i>	<i>71 bps</i>	<i>4.0%</i>	<i>5 bps</i>	<i>4.3%</i>	<i>-209 bps</i>
<b>Profit/(Loss) before Tax</b>	<b>83</b>	<b>31</b>	<b>165%</b>	<b>58</b>	<b>43%</b>	<b>473</b>	<b>-28%</b>
<i>Profit/(Loss) before Tax Margin %</i>	<i>0.7%</i>	<i>0.4%</i>	<i>34 bps</i>	<i>0.6%</i>	<i>13 bps</i>	<i>1.3%</i>	<i>-146 bps</i>
<b>Net Profit/(Loss)</b>	<b>50</b>	<b>35</b>	<b>42%</b>	<b>76</b>	<b>-34%</b>	<b>413</b>	<b>-33%</b>
<i>Net Profit/(Loss) Margin %</i>	<i>0.4%</i>	<i>0.4%</i>	<i>1 bps</i>	<i>0.8%</i>	<i>-34 bps</i>	<i>1.1%</i>	<i>-143 bps</i>

We have voluntarily published our first **Integrated Report (IR)**, a comprehensive stakeholder centric document with financial and non-financial performance update for FY2022 - <https://www.nykaa.com/Investors-Relations>

#### About Nykaa:

Nykaa (FSN E-Commerce) was founded in 2012 by Indian entrepreneur Falguni Nayar with a vision of bringing inspiration and joy to people, everywhere, every single day. Derived from the Sanskrit word 'Nayaka', meaning one in the spotlight, Nykaa has emerged as one of India's leading lifestyle-focused consumer technologies platforms. Since its launch, Nykaa expanded its product categories by introducing online platforms Nykaa Fashion, Nykaa Man, and Superstore. Delivering a comprehensive Omnichannel e-commerce experience, Nykaa offers over 4,000 brands and over 3.1 million product SKUs through its website and mobile applications. The Nykaa Guarantee ensures that products available at Nykaa are 100% authentic and sourced directly from the brand or authorized retailers. Through engaging and educational content, digital marketing, social media influence, robust CRM strategies, and the Nykaa Network community platform, Nykaa has built a loyal community of millions of beauty and fashion enthusiasts. For more details visit [www.nykaa.com](http://www.nykaa.com) or write to [investor-relation@nykaa.com](mailto:investor-relation@nykaa.com).