



July 06, 2025

National Stock Exchange of India Limited

BSE Limited

Symbol: NYKAA

Scrip Code: 543384

Dear Sir / Madam,

Subject: Nykaa Quarterly Revenue Update – Q1 FY2026

Please find enclosed herewith the Quarterly Revenue update on Nykaa (FSN E-Commerce Ventures Limited along with its subsidiaries) which is self-explanatory.

The above is for your information and records.

Thanking You.

Yours faithfully,

For FSN E-Commerce Ventures Limited

Neelabja Chakrabarty
Company Secretary & Compliance Officer

Encl: a/a



Nykaa Quarterly Revenue Update – Q1 FY2026

Nykaa (FSN E-Commerce Ventures Limited along with its subsidiaries) started FY26 on a good note, with Q1FY26's **Consolidated Net Revenue growth expected to be at the lower end of mid-twenties. GMV growth is expected to be higher, crossing mid-twenties**, indicating consistent momentum over several quarters.

Nykaa's Beauty vertical is expected to deliver **GMV growth in higher mid-twenties**. This was despite disruption on account of geo-political tensions that led to softer sentiment during the Q1's Flagship Sale, causing some loss of business. The strong growth came on the back of solid performance across all businesses including ecommerce platform, retail stores, eB2B distribution and the House of Nykaa brands. House of Nykaa brands continued its accelerated growth trajectory with strong performance of home-grown as well as acquired brands.

As a result, Beauty vertical's **Net Revenue is expected to grow in mid-twenties**, similar to previous quarters.

Nykaa's Fashion vertical is expected to deliver **GMV growth of mid-twenties**, marking a strong improvement over the previous quarters. This performance was driven by improving traction in the core platform business, supported by an expanding assortment and robust customer acquisition.

Fashion vertical's **Net Revenue growth is expected to improve sequentially to mid-teens**, though lower than the GMV growth.



Disclaimer:

1. All growth numbers are on YoY basis.
2. The above update for the quarter ended 30th June 2025 is provisional, and subject to audit by the Statutory Auditors of the Company.

About Nykaa (FSN E-Commerce Ventures Limited along with its subsidiaries):

Nykaa's vision is to bring inspiration and joy to people everywhere, every day. Born from a desire to make beauty a mainstream choice, the Nykaa journey began in 2012 as a digital-first, consumer-tech beauty company. Falguni Nayar's entrepreneurial leap with Nykaa tapped into an underserved beauty retail market, disrupting the ecosystem and putting India in the global spotlight. Today, Nykaa has expanded its offerings to include fashion and B2B, launching platforms such as Nykaa Fashion, Nykaa Man, and Nykaa Superstore. Nykaa has also expanded into the Middle East through its omnichannel beauty offering 'Nysaa'.

Over the years, Nykaa has steadily captured the hearts of consumers, serving 42 million customers through its online platforms and 237 offline beauty destinations (as of 31st March 2025), while building loyal communities through engaging and educative content.

House of Nykaa - Nykaa continues to build its house of brands with a sharp focus on innovation and consumer delight. Nykaa Cosmetics, Dot & Key, Kay Beauty, Nykaa Collections, Nykaa Wanderlust, Nykaa Perfumery, Earth Rhythm alongside celebrated fashion labels such as Nykd by Nykaa, KICA, 20 Dresses, RSVP, and Gajra Gang, have become household names, consistently delivering inspiration and high-performing products to consumers.

Nykaa's unwavering commitment to authenticity and customer-centricity has cemented its position as the retailer of choice for international brands looking to enter the Indian market. With Nykaa's Global Store, a gateway to some of the world's most coveted brands, the company harnesses its powerful supply chain and marketing expertise to create a flawless shopping experience. Trusted by renowned global names like Charlotte Tilbury, Elf Cosmetics, Urban Decay, Foot Locker, Revolve, and Cider, Nykaa has empowered these iconic brands to connect with Indian consumers and make a lasting impact in the market.

Nykaa has been recognized with prestigious accolades, including a place in the TIME100 Most Influential Companies List and the Isidoro Alvarez Lifetime Achievement Medal at the World Retail Congress in Barcelona. Falguni Nayar, Founder and CEO, has also won personal honors such as EY Entrepreneur of the Year and Power Businesswoman by Forbes Asia.