August 04, 2026

National Stock Exchange of India Limited **BSE Limited**

Symbol: NYKAA **Scrip Code: 543384**

Dear Sir / Madam,

Subject: Press Release

We are enclosing herewith the following Press Release being issued by the Company regarding:

i. Unaudited Standalone and Consolidated Financial Results for the quarter ended June 30, 2026; and
ii. Nykaa acquires majority stake in Aminu Wellness Private Limited, strengthening its premium skincare portfolio

This intimation is being submitted pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We request you to take the above information on records.

Thanking You,

Yours faithfully,

For **FSN E-Commerce Ventures Limited**

CHETAN RAJENDRA SHARMA
Digitally signed by CHETAN RAJENDRA SHARMA
Date: 2026.08.04 16:31:00 +05'30'

Dr. Chetan Sharma
Company Secretary & Compliance Officer

Encl. As Above

FSN E-Commerce Ventures Limited

Quarter ended June 30, 2026 – Media Press Release

Nykaa begins FY2027 on a strong note with Q1 FY2027 Net Revenue growth accelerating to 29% YoY, and robust PAT Growth of 226% YoY

FSN E-Commerce Ventures Limited (referred to as "Nykaa" or the "Company"), today announced its financial results for the quarter ended June 30, 2026

Q1 FY2027 FINANCIAL HIGHLIGHTS SUMMARY:

- **Consolidated GMV** grew **34% YoY to Rs. 5,590 Cr**
- **Revenue** from Operations grew **29% YoY** to **Rs. 2,782 Cr**
- **Gross Profit** grew **33% YoY** to **Rs. 1,276 Cr**
- **EBITDA** grew **68% YoY** to **Rs. 236 Cr**
- **EBITDA margins** expanded to **8.5% vs 6.5%** a year ago
- **Net Profit (PAT) was Rs. 80 Cr, up 226% YoY**

Speaking on this quarter's results, Falguni Nayar, Executive Chairperson, Founder and CEO of Nykaa, said,
"This quarter marked continued acceleration in our growth momentum and EBITDA margins, both reaching their highest levels in the last 12 quarters. Our platform featured exciting new brand launches like Rare beauty, one of the world's largest celebrity beauty brands, already among the top 5 premium brands at Nykaa, SK-II, a Japanese high efficacy brand, and Judydoll, among our first Chinese beauty brands which is witnessing strong early traction among consumers. This also marks our first full quarter of operating nike.in in India, which has led to meaningful increase to our already growing fashion business. Our AI-led initiatives are beginning to create meaningful consumer experiences, with Virtual Closet already driving 2x higher conversion and AskNykaa, our conversational search engine, emerging as a trusted beauty advisor on the platform. We remain focused on building with discipline, innovation, and long-term value creation."

BUSINESS HIGHLIGHTS:

BEAUTY:

- Nykaa's Beauty vertical GMV for Q1 FY2027 stood at **Rs. 4,105 Cr.** This includes performance across businesses of e-commerce, retail stores, eB2B distribution and the House of Nykaa Beauty portfolio. **NSV** growth came in at **29% YoY** this quarter, accelerating from the mid-20s growth recorded over the past few quarters.

Beauty Multi-brand Retail:

- Nykaa continues to be the partner of choice for leading global beauty brands, further strengthening its premium beauty portfolio with marquee launches including **Rare Beauty, SK-II, Judydoll, K18, and Dr.**

Reju-All, among others. These strategic partnerships underscore Nykaa's continued leadership in shaping India's premium beauty landscape and its ability to bring the world's most sought-after brands to Indian consumers.

- **NYKAA NOW** has expanded to 13 cities, and will reach 25+ cities by the end of FY 2027. This network allows us to deliver the largest assortment of beauty & personal care products in the country within 30-60 minutes, featuring over 1,000 marquee brands, setting a new benchmark for instant, premium beauty delivery in India.

- As India's largest beauty specialty retail network, the company expanded its beauty retail footprint to **324 stores across 105 cities**, with total retail space increasing **29% YoY to ~3.3 lakh sq. ft.** During the quarter, Nykaa also **unveiled its largest-ever Nykaa Luxe store** at **Ambience Mall, Vasant Kunj**, spanning **over 5,000 sq. ft**. Housing 80+ brands, the flagship store features immersive beauty experiences, dedicated shop-in-shop formats for elevated brand representation, and experiential services designed to enhance customer discovery and gratification.

HOUSE OF NYKAA (Beauty & Fashion):

- House of Nykaa continued to scale rapidly during the quarter, achieving an annualized GMV run rate of approximately **Rs. 3,758 Cr**, reflecting **39% YoY** growth, standing at **Rs. 550 Cr** NSV for Q1 FY2027, a **36% YoY** NSV growth. The portfolio expanded its reach to over 18+ million customers to date, underscoring strong consumer affinity and sustained adoption.

- With a relentless focus on innovation across the portfolio, new launches across our top 3 brands contributed between 20-40% of their revenues. Dot & Key reinforced its leadership in actives-led skincare with the Meltie Lip Balm featuring sun protection of 50+ PA+++ and Dragon Fruit Bounce Sunscreen. Kay Beauty, India's largest celebrity makeup brand, elevated its premium makeup portfolio with Cashmere Lip Blur, combining long-wear with skincare benefits, while Nykaa Cosmetics catered to evolving Gen Z beauty preferences with the launch of Lip Grip, its transfer-proof, long-wear lip innovation.

- The quarter also saw recognition across prestigious Indian and global industry platforms. Kay Beauty secured the **"Best New Brand"** title at the **CEW UK Awards** following its UK debut, while Kay Beauty and Nykaa Cosmetics were also honored at the Femina Beauty Awards, ET Shark Awards, and Global Spa Awards.

BEAUTY EB2B: SUPERSTORE BY NYKAA:

- Superstore by Nykaa continued its growth trajectory, with **GMV growing** to **Rs. 336 Cr**, supported by an expanding retailer network and broader geographic reach. The business now serves **1,200+ cities** and has **grown its registered retailer base** to over **523k+**, up **30% YoY**, making it **one of India's fastest-growing beauty retail distribution platforms**. During the quarter, Superstore further strengthened its portfolio across new-age skincare, makeup and wellness brands, with multiple key launches like Sebamed, Minimalist, Deconstruct & Yoga Bar.

FASHION:

- Fashion delivered a standout quarter, with **GMV increasing 53% YoY** to **Rs. 1,471 Cr**, and **NSV increasing 54% YoY** to **Rs. 451 Cr** while delivering meaningful profitability improvement. EBITDA margin (as a percentage of NSV) expanded from **-6.2%** in Q1 FY2026 to **0.1%** in Q1 FY2027, underscoring the strength of the business model. Strong customer growth, with a cumulative base of 12 million growing 34% YoY, together with an enriched brand portfolio and the continued success of strategic partnerships such as Nike and H&M, reinforced Nykaa Fashion's growth during the quarter.

- Strong momentum across both core and emerging categories continued to drive growth during the quarter. **Women's fashion recorded 40% YoY growth**, followed by **Men's at 83% YoY** and **Kids at 57% YoY**. The platform further expanded its differentiated brand portfolio with the launch of **130+ new brands**, including Birkenstock, Debenhams, and H&M Move, strengthening its appeal across consumer segments. Complementing this growth, Nykaa Fashion's partnership with Nike continues to compound successfully across channels, crossing **1.5 million Nike app installs within 6 months** of launch and becoming one of the top 3 brands on Nykaa platforms.

- **Virtual Closet** is redefining **AI-powered fashion discovery**, delivering a more immersive and personalized shopping experience. Since its launch in May 2026, the virtual try-on experience has powered **over 200K virtual avatars** and **achieved 2x higher conversion among users**.

OTHER UPDATES:

- **Nykaa acquired a 51% majority stake in Aminu**, a premium dermocosmetic skincare brand known for combining clinical-grade formulations, ingredient innovation and a luxury aesthetic, rooted in a science-first philosophy. Founded in 2019 by Prachi Bhandari, a clinical cosmetologist and aesthetician, and Aman Mohunta, Co-founder and business lead, the brand has been bootstrapped since inception, scaled 8x over the last three years, and is now profitable.
  The acquisition is a natural extension of Nykaa’s innovation-led, consumer-first approach. Post the acquisition, the founders will continue to run the business and drive its growth trajectory in partnership with Nykaa. Nykaa will acquire the remaining stake over the next few years on pre-agreed terms.

- **GCC Update**: Nysaa continues to be impacted by geopolitical headwinds in the region, with further improvement dependent on external factors beyond the business’s control. That said, the festive season in May supported a modest improvement in performance.

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ABOUT NYKAA:

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 over 60 million customers (as of 30 June 2026) through its online platforms and 324 offline beauty destinations (as of 30 June 2026), 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 Perfumes, 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 Rare Beauty, K18, JudyDoll, Chanel Fragrance and Beauty, SK-II, Nike, H&M, Charlotte Tilbury, Elf Cosmetics, Urban Decay, Birkenstock, 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 honours such as EY Entrepreneur of the Year and Power Businesswoman by Forbes Asia.

For queries, please contact: pr@nykaa.com | investor-relation@nykaa.com

Nykaa Acquires Majority Stake in Aminu, Strengthening Its Premium Skincare Portfolio

India, 4th August 2026: FSN E-Commerce Ventures Limited (Nykaa), India's leading beauty and lifestyle platform, today announced the acquisition of a **majority stake of 51% in Aminu Wellness Private Limited ("Aminu")**, a premium dermocosmetic skincare brand. The acquisition strengthens Nykaa's House of Nykaa portfolio and expands its presence in premium, science-backed skincare.

Founded in 2019 by Prachi Bhandari, a clinical cosmetologist and aesthetician, and Aman Mohunta, Co-founder and business lead, Aminu was created on a simple but ambitious belief: that India could build an original standard in skin science, one that is scientifically rigorous and globally relevant. The brand brought together two complementary strengths: Prachi's years of hands-on experience working closely with different skin types across treatments, and Aman's operating discipline and systems thinking, which helped transform those insights into a scalable research-led brand. Bootstrapped from inception, the brand has been built in a capital efficient manner and is profitable, with **revenues growing 8X** over the past three years, reaching **Rs. 19 crores** in FY26.

At the heart of the brand is an in-house R&D engine and **30+ proprietary formulations** using **150+ globally sourced ingredients** from over 10 countries, along with advanced skincare technologies including DNA-repair enzymes, Nordic silts, biotechnology actives and rare Manicouagan clay formed over 200 million years ago. Several products have already received strong consumer traction, including the copper peptide serum, among India's first such serums, and the Rejuvenate Eye Serum, which ranks among Nykaa's bestselling eye serums. The brand has also won **seven beauty awards** and multiple "Best Product" recognitions from leading publications including **Femina, Vogue, Grazia, Elle and Esquire**.

Beyond products, Aminu has built meaningful scale in professional skincare, working with premium salons and skin clinics such as Bodycraft, Jean Claude Biguine, Florian Hurel, Truefitt & Hill, and Kaya Clinic among others. The brand has trained thousands of therapists and beauty professionals, offering five facial rituals and two body-care rituals developed specifically for treatment-room use.

For Nykaa, the acquisition marks a strategic step in building House of Nykaa, a portfolio of beauty brands shaping the future of Indian beauty across categories, consumer cohorts and price points. Together, Nykaa and Aminu are well placed to unlock the brand's next phase of growth by combining Aminu's research and product innovation capabilities with Nykaa's consumer insights, omnichannel reach, brand-building expertise and technology platform. The partnership is expected to accelerate Aminu's xpansion while reinforcing Nykaa's leadership in the fast-growing premium skincare segment. Post the acquisition, the founders will continue to run the business and drive its growth trajectory in partnership with Nykaa. Nykaa will acquire the remaining stake over the next few years on pre-agreed terms.

Adwaita Nayar, Co-founder & Executive Director of Nykaa and CEO of House of Nykaa, said, *"At Nykaa, we are building the House of Nykaa, a portfolio of distinctive brands that are redefining beauty for the Indian consumer. Aminu is a natural addition to that vision. Its premium positioning, loyal following, and genuine R&D depth make it more than an acquisition - it's a capability addition to our ecosystem. We're thrilled to partner with Prachi and Aman, two founders who've built something truly exceptional, and to take Aminu to its next chapter together."*

Prachi Bhandari & Aman Mohunta, Co-founders of Aminu, added, *"We built Aminu as a research flywheel, where years of working directly with skin, global scientific partnerships and continuous learning from consumers and professionals shape every formula. Nykaa's scale, consumer understanding and omnichannel capabilities complement Aminu's strengths. This partnership creates a powerful platform to accelerate growth, strengthen our innovation pipeline and build a category-defining premium skincare business for the Indian consumer and beyond!"*

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