

**CERTIFIED TRUE COPY OF THE RESOLUTION PASSED AT THE 39<sup>th</sup> MEETING OF AUDIT COMMITTEE OF LENSkart SOLUTIONS LIMITED (FORMELY KNOWN AS LENSkart SOLUTIONS PRIVATE LIMITED) HELD ON SATURDAY, OCTOBER 25, 2025 AT LENSkart HQ, GROUND FLOOR, VIPUL TECH SQUARE, GOLF COURSE ROAD, SECTOR- 43, GURUGRAM, HARYANA 122009**

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**To consider and approve the Key Performance Indicators (“KPIs”) proposed to be disclosed in the Offer Documents for the Initial Public Offer of the Company**

“**RESOLVED THAT** as per the requirements of the SEBI ICDR Regulations and the KPI Circular, the KPIs set out in **Annexure B** are hereby noted and approved, and the approval of the Audit Committee is hereby accorded to disclose such KPIs in the “*Basis for Offer Price*” and “*Our Business*” sections of the RHP and Prospectus as set out in **Annexure C**.

**RESOLVED FURTHER THAT** Mr. Peyush Bansal, Chairman, Managing Director, and Chief Executive Officer, Ms. Neha Bansal, Executive Director, Mr. Abhishek Gupta, Chief Financial Officer, and Ms. Preeti Gupta, Company Secretary & Chief Compliance Officer of the Company, be and are hereby severally authorised to do all such acts, deeds, matters and things necessary, proper or desirable to implement the above resolution and to give effect to the above resolution or give instructions and directions for settling any questions, difficulties or doubts that may arise in this regard.

**RESOLVED FURTHER THAT** the Audit Committee in consultation with the management of the Company and book running lead managers to the Offer may update and approve any further changes to the KPIs approved by this resolution, from time to time, basis, inter alia, regulatory feedback and changes in applicable law.

**RESOLVED FURTHER THAT** a copy of the above resolution, certified to be true by any Director or Company Secretary and Chief Compliance Officer of the Company be forwarded to the concerned authorities for necessary action.”

**Certified True Copy  
For Lenskart Solutions Limited  
(Formerly known as Lenskart Solutions Private Limited)**

  
  
**Neha Bansal  
Director  
DIN:02057007**

**Date:** 25.10.2025  
**Place:** New Delhi

**Annexure B**

**List of key performance indicators**

KPIs selected for disclosure in the 'Basis for Offer Price' and 'Our Business' sections of the UDRHP, RHP and Prospectus

S No.	KPI	Definition of the KPI	Rationale for inclusion as a KPI
1	Annual/Quarterly transacting customer accounts (Including India and International split)	Annual Transacting Customer Accounts are accounts which have transacted at least once on any of our online or offline channels in a given Financial Year	Tracking our annual transacting customer accounts helps us identify the scale, identity of our customer base and thereby reach of our omnichannel platform and helps in marketing and growth decisions.
2	Number of eyewear units sold (Including India and International split)	Number of Eyewear Units Sold refers to the total quantity of eyeglasses and contact lenses sold in a given Financial Year	Tracking our aggregate units sold helps us summarily understand the volume trends which is an important driver of our revenue from operations.
3	Total stores (Including India and International split)	Total Stores include all store formats (i.e., CoCo, FoFo and CoFo)	The count of total stores helps us to track the breadth of our store footprint, which is an important part of our omnichannel retail.
4	Revenue from operations	Revenue from Operations as per Restated Consolidated Financial Information	Revenue from operations helps us understand the income generated from our businesses.
5/6	Segment Total Revenue as per Ind AS 108	Segment Total Revenue as per Ind AS 108 as per Restated Consolidated Financial Information	Also, tracking the revenue from operation of each geographical segment, viz., India and International helps track income from each segment. We have accordingly included Segment revenue - India and Segment revenue - International.
7	Revenue growth	Revenue Growth represents the percentage growth in Revenue from Operations of the relevant financial year over Revenue from Operations of the previous financial year	
8/9	Segment Total Revenue as per Ind AS 108 Growth	Segment Total Revenue as per Ind AS 108 growth represents the percentage growth in Segment Total Revenue as per Ind AS 108 of the relevant financial year over the Segment Total Revenue as per Ind AS 108 of the previous financial year (pre-elimination)	
10	Product margin	Product Margin means revenue from operations less the sum of cost of raw	Helps in understanding the product-level profitability. The

S No.	KPI	Definition of the KPI	Rationale for inclusion as a KPI
		material and components consumed, purchase of stock in trade and changes in inventory of traded and finished goods	segment level disclosures showcase the different product-level unit economics across India and International segments.
11/ 12	Segment Product Margin	Segment Product Margin means Segment Total Revenue as per Ind AS 108 less the sum of segment cost of raw material and components consumed, segment purchase of stock in trade and segment changes in inventory of traded and finished goods. This is computed on a pre-intersegment elimination basis  Segment Product Margin means Proforma Segment Total Revenue less the sum of proforma segment cost of raw material and components consumed, proforma segment purchase of stock in trade and proforma segment changes in inventory of traded and finished goods. This is computed on a pre-intersegment elimination basis.	
13	Product margin %	Product Margin % is computed by dividing Product Margin by Revenue from Operations  Product Margin % is defined by Product Margin by Proforma Segment revenue from Operations	
14/ 15	Segment Product Margin %	Segment Product Margin % is computed by dividing Segment Product Margin by Segment Total Revenue as per Ind AS 108  Segment Product Margin % is defined by dividing Segment Product Margin by Proforma Segment Total revenue	
16	EBITDA excluding other income	EBITDA excluding other income is computed as the sum of profit / (loss) for the year, total tax expense / (credit), finance costs and depreciation and amortisation expense less other income	Helps in understanding the operational profitability, after removing non-operational income and costs of the company's operations and for our geographical segments.

S No.	KPI	Definition of the KPI	Rationale for inclusion as a KPI
17	EBITDA excluding other income Margin (%)	EBITDA excluding other income Margin (%) is computed as EBITDA excluding other income divided by revenue from operations	
18/19	Segment Results Pre-depreciation and Amortisation	Segment Results Pre-depreciation and Amortisation is computed as the sum of Proforma Segment profit/ (loss) and Proforma Segment Depreciation and amortization expense. This is computed on a pre-intersegment elimination basis	
20/21	Segment Results Pre-depreciation and Amortisation Margin (%)	Segment Results Pre-depreciation and Amortisation Margin (%) is computed as Segment Results Pre-depreciation and Amortisation divided by Proforma Segment Total Revenue. This is computed on a pre-intersegment elimination basis.	
22	Profit/(Loss) before tax	Profit/(Loss) before Tax Margin is computed as Profit/(Loss) before tax divided by Revenue from Operations Profit/(Loss) Before Tax as per Restated Consolidated Financial Information and Unaudited Proforma Financial Information	Helps ascertain the overall profitability of the company prior to the impact of taxes
23	Profit/(Loss) for the period	Profit/(Loss) after Tax is computed as the Profit/ (Loss) before Tax less tax expense.  Restated Profit/(Loss) for the year as per Restated Consolidated Financial Information and Unaudited Proforma Financial Information	Helps ascertain the overall profitability of the company
24	Net working capital days	Net Working Capital Days is computed as the ratio of the sum of closing trade receivables and inventories, less trade payables to revenue from operations for the relevant year, multiplied by 365	The tracking working capital days helps us to track our investment in working capital across inventory, payables and receivables. Shows the efficiency of the company's ability to manage its operating cash flows.
25	Return on Capital Employed	Return on Capital Employed is computed as EBIT divided by capital employed with EBIT being computed as the sum of profit before tax for the year, tax expense and finance costs; capital employed being computed as	Describes how efficiently the company deploys its funds to generate operating profits

**Lenskart Solutions Limited**

(Earlier known as Lenskart Solutions Private Limited)

Corporate Office: Ground Floor, Vipul Tech Square,  
Golf Course Road, Sector- 43, Gurugram, Haryana 122009



<b>S No.</b>	<b>KPI</b>	<b>Definition of the KPI</b>	<b>Rationale for inclusion as a KPI</b>
		the sum of total equity and current and non-current borrowings and deferred tax liabilities less goodwill and other intangible assets, intangible assets under development and deferred tax assets.	

## Annexure C

### A. Key Performance Indicators

The KPIs disclosed below have been used historically by our Company to understand and analyze our business performance. The table below sets forth the details of our KPIs that our Company considers having a bearing for arriving at the basis for Offer Price. All the KPIs disclosed below have been approved by a resolution of our Audit Committee dated October 25, 2025, and the Audit Committee has confirmed and taken on record that other than the KPIs set out below, no other KPIs pertaining to our Company that have been disclosed to any earlier investors at any point of time during the three years period prior to the date of filing of this Updated Draft Red Herring Prospectus have been disclosed in this section, and also noted that these KPIs have been subject to verification and certification by ADMS and Co, Chartered Accountants pursuant to certificate dated October 25, 2025. The Bidders can refer to the below-mentioned KPIs, being a combination of financial and operational key financial and operational KPIs, to make an assessment of our Company's performance in various business verticals and make an informed decision.

Our Company confirms that it shall continue to disclose all the KPIs included in this section on a periodic basis, at least once in a year (or any lesser period as determined by the Board of our Company) for a period of one year after the date of listing of the Equity Shares on the Stock Exchanges or for such other duration as may be required under the SEBI ICDR Regulations.

**A list of our KPIs for the three months period ended June 30, 2025 and June 30, 2024 and for Fiscals ended March 31, 2025, March 31, 2024 and March 31, 2023 are set out below:**

KPI List	Unit	As at and for the three months period ended		Financial Year		
		June 30, 2025 <sup>(a)</sup>	June 30, 2024	2025 <sup>a</sup>	2024	2023
<b>India</b>						
India - Segment Total Revenue as per Ind AS 108 <sup>(1)</sup>	₹ millions	11,691.84	9,369.44	40,604.66	32,062.08	23,920.49
India - Segment Total Revenue as per Ind AS 108 Growth <sup>(2)</sup>	%	24.79%	NA*	26.64%	34.04%	NA*
India - Segment Product Margin <sup>(3)</sup>	₹ millions	7,402.96	5,938.37	25,455.73	20,003.09	14,068.58
India - Segment Product Margin % <sup>(4)</sup>	%	63.32%	63.38%	62.69%	62.39%	58.81%
India - Segment Results Pre-Depreciation and Amortisation <sup>(5)</sup>	₹ millions	2,280.77	745.30	4,894.76	3,034.14	1,054.51
India - Segment Results Pre-depreciation and Amortisation Margin (%) <sup>(6)</sup>	%	19.51%	7.95%	12.05%	9.46%	4.41%
<b>International</b>						
International - Segment Total Revenue as per Ind AS 108 <sup>(7)</sup>	₹ millions	7,364.50	5,937.97	26,387.29	22,648.95	14,358.05
International - Segment Total Revenue as per Ind AS 108 Growth <sup>(8)</sup>	%	24.02%	NA*	16.51%	57.74%	NA*
International - Segment Product Margin <sup>(9)</sup>	₹ millions	5,587.79	4,441.07	19,639.17	16,483.46	10,110.93

KPI List	Unit	As at and for the three months period ended		Financial Year		
		June 30, 2025 <sup>®</sup>	June 30, 2024	2025 <sup>*</sup>	2024	2023
International - Segment Product Margin % <sup>(10)</sup>	%	75.87%	74.79%	74.43%	72.78%	70.42%
International - Segment Results Pre-depreciation and Amortisation <sup>(11)</sup>	₹ millions	1,172.06	1,007.25	4,584.94	3,444.37	1,411.21
International - Segment Results Pre-depreciation and Amortisation Margin (%) <sup>(12)</sup>	%	15.91%	16.96%	17.38%	15.21%	9.83%
<b>Consolidated</b>						
Annual/Quarterly Transacting Customer Accounts <sup>(13)</sup>	₹ millions	4.43	3.41	12.41	10.20	7.70
Number of Eyewear Units Sold <sup>(14)</sup>	₹ millions	7.85	6.35	27.20	21.23	15.95
Total Stores <sup>(15)</sup>	Number	2,806	2,435	2,723	2,389	1,959
Revenue from Operations <sup>(16)</sup>	₹ millions	18,944.55	15,204.26	66,525.17	54,277.03	37,880.28
Revenue from operations Growth <sup>(17)</sup>	%	24.60%	NA*	22.57%	43.29%	NA*
Product Margin <sup>(18)</sup>	₹ millions	12,904.20	10,404.57	45,181.13	36,515.63	24,199.18
Product Margin % <sup>(19)</sup>	%	68.12%	68.43%	67.92%	67.28%	63.88%
EBITDA excluding other income and exceptional item <sup>(20)</sup>	₹ millions	3,366.28	1,834.19	9,710.56	6,720.91	2,597.09
EBITDA excluding other income and exceptional item Margin <sup>(21)</sup>	%	17.77%	12.06%	14.60%	12.38%	6.86%
Profit/(loss) before tax <sup>(22)</sup>	₹ millions	997.19	26.32	3,853.56	590.31	(1,011.76)
Profit/(loss) for the year / period <sup>(23)</sup>	₹ millions	611.73	(109.57)	2,973.40	(101.54)	(637.57)
Net Working Capital Days <sup>(24)</sup>	days	24.08	27.92	25.64	34.52	30.35
Return on Capital Employed <sup>(25)**</sup>	%	3.58%**	1.12%**	13.84%	5.08%	(0.48)%

<sup>®</sup> We acquired 84.21% stake in Stello Ventures S.L on August 11, 2025, and we increased our effective stake in Quantduo Technologies Private Limited to 96.15% in September, 2025, pursuant to which Stello Ventures S.L and Quantduo Technologies Private Limited became subsidiaries of our Company.

<sup>\*</sup> We acquired Dealskart on December 31, 2024, following which Dealskart became a wholly owned subsidiary of our Company.

<sup>\*</sup> Growth percentages for the three months ended June 30, 2024 and the Financial Year 2023 are not presented due to the non-inclusion of information for the three months ended June 30, 2023 and the Financial Year 2022, respectively, in this Red Herring Prospectus.

<sup>\*\*</sup> Not annualised for period ended June 30, 2025 and June 30, 2024.

**Notes:**

1. India - Segment Total Revenue as per Ind AS 108 Refers to India - segment revenue recognized in accordance with Ind AS, pre-intersegment elimination.
2. India - Segment Total Revenue as per Ind AS 108 growth represents the percentage growth in India - Segment Total Revenue as per Ind AS 108 of the relevant financial period/year over the India - Segment Total Revenue as per Ind AS 108 of the previous financial year on a pre-intersegment elimination basis.
3. India - Segment Product Margin is defined as Segment Total Revenue as per Ind AS 108 less the sum of segment cost of raw material and components consumed, segment purchase of stock in trade and segment changes in inventory of traded and finished goods. This is computed on a pre-intersegment elimination basis.
4. India - Segment Product Margin % is computed by dividing Segment product margin by Segment Total revenue as per Ind AS 108 on a pre-intersegment elimination basis.
5. India - Segment Results Pre-depreciation and Amortisation is computed as the sum of Segment profit/ (loss) as per Ind AS 108 and Segment Depreciation and amortization expense. This is computed on a pre-intersegment elimination basis.
6. India - Segment Results Pre-depreciation and Amortisation Margin (%) is computed as the sum of Segment profit/ (loss) as per Ind AS 108 and Segment Depreciation and amortization expense divided by Segment Total revenue as per Ind AS 108. This is computed on a pre-intersegment elimination basis.

7. *International - Segment Total Revenue as per Ind AS 108 Refers to International - segment revenue recognized in accordance with Ind AS on a pre-intersegment elimination basis.*
8. *International - Segment Total Revenue as per Ind AS 108 growth represents the percentage growth in International - Segment Total Revenue as per Ind AS 108 of the relevant financial year / period over the International - Segment Total Revenue as per Ind AS 108 of the previous financial year / period.*
9. *International – Segment Product Margin is defined as Segment Total Revenue as per Ind AS 108 less the sum of segment cost of raw material and components consumed, segment purchase of stock in trade and segment changes in inventory of traded and finished goods. This is computed on a pre-intersegment elimination basis.*
10. *International – Segment Product Margin % is computed by dividing Segment product margin by Segment Total revenue as per Ind AS 108.*
11. *International – Segment Results Pre-depreciation and Amortisation is computed as the sum of Segment profit/ (loss) as per Ind AS 108 and International – Segment Depreciation and amortization expense. This is computed on a pre-intersegment elimination basis.*
12. *International – Segment Results Pre-depreciation and Amortisation Margin (%) is computed as the sum of Segment profit/ (loss) as per Ind AS 108 and Segment Depreciation and amortization expense divided by Segment Total revenue as per Ind AS 108. This is computed on a pre-intersegment elimination basis.*
13. *Annual Transacting Customer Accounts are accounts which have transacted at least once on any of our online or offline channels in a given Financial Year. Quarterly Transacting Customer Accounts are accounts which have transacted at least once on any of our online or offline channels in a given Financial Quarter.*
14. *Number of Eyewear Units Sold refers to the total quantity of eyeglasses and contact lenses sold in a given Financial Year/period.*
15. *Total Stores include all store formats (i.e., CoCo, FoFo, CoFo).*
16. *Revenue from operations refers to revenue recognized in accordance with Ind AS115 Revenue from Contracts with Customers.*
17. *Revenue from operations Growth % represents the percentage growth in Revenue from Operations of the relevant financial period/year over Revenue from Operations of the previous financial period/year.*
18. *Product Margin is computed as revenue from operations less the sum of cost of raw material and components consumed, purchase of stock in trade and changes in inventory of traded and finished goods.*
19. *Product Margin % is computed by dividing Product Margin by revenue from operations.*
20. *EBITDA excluding other income and exceptional item is computed as the sum of profit / (loss) for the year / period, total tax expense / (credit), exceptional item, finance costs and depreciation and amortisation expense less other income.*
21. *EBITDA excluding other income and exceptional item Margin (%) is computed as EBITDA excluding other income and exceptional item divided by revenue from operations.*
22. *Profit/(Loss) before Tax is Profit/ (loss) for the year / period before adjusting for tax expense/(credit).*
23. *Profit/ (Loss) for the year / period after adjusting for tax expense/(credit)*
24. *Net Working Capital Days is computed as the ratio of the sum of closing trade receivables and inventories, less trade payables to revenue from operations for the relevant period/year, multiplied by 365 (for financial years) or 90 in case of three months ended June 30, 2024 and June 30, 2025*
25. *Return on Capital Employed is computed as EBIT divided by capital employed with EBIT being computed as the sum of restated profit/(loss) for the year / period, tax expense/ (credit) and finance costs; capital employed being computed as the sum of total equity and current and non-current borrowings and deferred tax liabilities less goodwill and other intangible assets, intangible assets under development and deferred tax assets. Return on Capital Employed for three months ended June 30, 2025 and June 30, 2024 are not annualised.*

Particulars	Unit	For the three months ended June 30,		Financial Year		
		2025	2024	2025	2024	2023
<b>India</b>						
Quarterly / Annual Transacting Customer Accounts	Million	3.73 <sup>(1)</sup>	2.78 <sup>(1)</sup>	9.94 <sup>(2)</sup>	8.06 <sup>(2)</sup>	6.29 <sup>(2)</sup>
Number of Eyewear Units Sold <sup>(3)</sup>	Million	6.72	5.34	22.91	17.65	13.69
Total Stores <sup>(4)</sup>	Number	2,137	1,816	2,067	1,785	1,416

<b>International</b>						
Quarterly / Annual Transacting Customer Accounts	Million	0.70 <sup>(1)</sup>	0.63 <sup>(1)</sup>	2.47 <sup>(2)</sup>	2.14 <sup>(2)</sup>	1.41 <sup>(2)</sup>
Number of Eyewear Units Sold <sup>(3)</sup>	Million	1.13	1.01	4.29	3.58	2.26
Total Stores <sup>(4)</sup>	Number	669	619	656	604	543
<b>Consolidated</b>						
Quarterly / Annual Transacting Customer Accounts	Million	4.43 <sup>(1)</sup>	3.41 <sup>(1)</sup>	12.41 <sup>(2)</sup>	10.20 <sup>(2)</sup>	7.70 <sup>(2)</sup>
Number of Eyewear Units Sold <sup>(3)</sup>	Million	7.85	6.35	27.20	21.23	15.95
Total Stores <sup>(4)</sup>	Number	2,806	2,435	2,723	2,389	1,959

**Notes:**

1. Quarterly Transacting Customer Accounts are accounts which have transacted at least once on any of our online or offline channels in a given quarter. Tracking our quarterly transacting customer accounts helps us identify the scale, identity of our customer base and thereby reach of our omnichannel platform and helps in marketing and growth decisions.
2. Annual Transacting Customer Accounts are accounts which have transacted at least once on any of our online or offline channels in a given Financial Period/Year. Tracking our annual transacting customer accounts helps us identify the scale, identity of our customer base and thereby reach of our omnichannel platform and helps in marketing and growth decisions.
3. Number of Eyewear Units Sold refers to the total quantity of eyeglasses and contact lenses sold in a given Financial Period/Year. Tracking our aggregate units sold helps us summarily understand the volume trends which is an important driver of our revenue from operations.
4. Total Stores include all store formats (i.e., CoCo, FoFo and CoFo). The count of total stores helps us to track the breadth of our store footprint, which is an important part of our omni-channel retail

**Lenskart Solutions Limited**

(Earlier known as Lenskart Solutions Private Limited)

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**Annexure D****Rationale for exclusion of Selected Data from KPIs**

The following items/metrics form a part of the Selected Data but are not considered to be information in the nature of KPIs for the business of our Company since our Company does not deem such items/metrics appropriate to represent the financial or operational performance of the Company or to have a bearing on the determination of Offer price. This is because such metrics cannot be verified, certified or audited and/or are no longer relevant or do not reflect the current business situation due to changes in the business model, acquisitions, divestitures, etc. and/or are subsumed within the KPIs proposed for disclosure or is data that represents a further breakdown of the KPIs and/or is confidential or business sensitive and could impact the Company's competitiveness, if disclosed publicly, and such metrics are not routinely disclosed by industry peers as KPIs.

Sr. No.	Metrics	Reason for not being classified as key performance indicator to be included in the UDRHP, RHP and Prospectus
1	Revenue by brand	Subsumed under identified KPIs i.e. Revenue from Operations
2	Brand P&L	Subsumed under identified KPIs i.e. Revenue from Operations, Gross Profit, Gross Margin, EBITDA and EBITDA margin
3	Revenue by channel	Subsumed under identified KPIs i.e. Revenue from Operations
4	Revenue by Countries	Subsumed under identified KPIs i.e. Revenue from Operations, Revenue from Operations - India and Revenue from Operations - International
5	Annual revenue by store vintage	Subsumed under identified KPIs i.e. Revenue from Operations and total stores
6	Same store sales growth by region & ownership	Same store sales growth is not relevant to the business as the business is focused on growing market share of specific markets and not the individual stores. The growth is subsumed within revenue from operations which is a KPI
7	SSSG by Country	Subsumed under identified KPIs i.e. Revenue from Operations - International, Revenue growth - International and no. of stores.
8	Revenue split for major cities	Subsumed under identified KPIs i.e. Revenue from Operations - India and Revenue growth - India
9	New store count and revenue by ownership	It is subsumed under identified KPIs i.e. Revenue from Operations and total stores
10	New store count and revenue by region (International)	It is subsumed under identified KPIs i.e. Revenue from Operations, Revenue from Operations - International and total stores
11	Vintage wise revenue Per Store Per Day by Ownership	It is subsumed under identified KPIs i.e. Revenue from Operations
12	Vintage wise revenue Per Store Per Day by City	It is subsumed under identified KPIs i.e. Revenue from Operations and Revenue from Operations - India
13	Vintage wise revenue PSPD – International	Subsumed under identified KPIs i.e. Revenue from Operations - International, Revenue growth - International and no. of stores.
14	Vintage wise revenue by region – Own days	Subsumed under identified KPIs i.e. Revenue from Operations and Revenue from Operations – International
15	EBITDA by region	Subsumed under identified KPIs i.e. EBITDA and EBITDA - International

16	Vintage store wise p&l by region	Subsumed under identified KPIs i.e. Profit/(Loss) Before Tax, Profit/(Loss) Before Tax Margin, Profit/(Loss) after Tax and Profit/(Loss) after Tax Margin
17	Region wise cash flow	Not Auditable
18	Product margin by category - Eyeglasses, sunglasses, etc.	Subsumed under identified KPIs i.e. Gross Margin
19	ASP & ACP by category	Subsumed under identified KPIs i.e. Gross Margin, Revenue from Operations and Number of Eyewear Units sold
20	Proto achievement for recently opened stores by city type	Not auditable as these are based on estimates and forecasts
21	Vintage wise payback trends - 1. All stores 2. City wise 3. Internal business	Not relevant as these metrics do not change materially over a period of time
22	Country wise P&L summary – owndays	Subsumed under International - EBITDA, PBT and PAT
23	COCO stores - 1. Revenue per Sq ft. per month 2. Gross Margin per Sq ft. per month 3. EBITDA% - City wise 4. EBITDA per Sq ft. per month	Subsumed under identified KPIs i.e. Revenue from Operations, EBITDA, Gross Profit, Gross Margin and EBITDA Margin
24	Online visitors & revenue by mode - Mobile/Desktop/HTO	Subsumed within Revenue from Operations
25	App downloads - Organic and Paid	Third Party Data
26	Searches on Google : Organic	Not auditable as these are based on external data sources
27	City wise store count & Net Additions - 1. India 2. International (including Owndays)	Subsumed under identified KPIs i.e. No. of stores - India and International
28	NPS including split as per - 1. channel 2. components (Promoter and detractor %)	Partial Data available only for India
29	Staff per store per day	Not relevant as these metrics do not change materially over a period of time
30	Optometrist per store per day	Not relevant as these metrics do not change materially over a period of time
31	Delivery time - 1. City wise and in India 2. Average by category	Not relevant as these metrics do not change materially over a period of time

32	Dispatch time - 1. City wise 2. Average by category	Not relevant as these metrics do not change materially over a period of time
33	Next Day Delivery %	Not relevant as these metrics do not change materially over a period of time
34	On Time delivery % by Lens Package	Not relevant as these metrics do not change materially over a period of time
35	New customer count by channel	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
36	New customer revenue by channel	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
37	New customer revenue from mass acquisition	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
38	Gold Members Acquired	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
39	New & repeat Customers - 1. Revenue by channel 2. No. of new and repeat customers by channel 3. Customer Acquisition cost 4. New customer for International geographies	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts and Revenue from Operations
40	Eye Tests per Store per day - India and International	No. of units sold is a more relevant metric
41	Offline Conversion: International	It is not accurately auditable
42	Footfall (in Vintage stores)	It is not accurately auditable
43	Conversion % of COCO and FOFO stores	It is not Auditable/ verifiable
44	Eye Test wait time	It is not Auditable/ verifiable
45	Customer Revenue by Category - Consolidated (Eye, Sun and others)	Subsumed
46	No. of Bills and ATV (₹) (India and International)	Subsumed under Annual transacting customers and no. of units sold
47	Business COGS	Subsumed under identified KPIs i.e. Gross Margin
48	Direct Channel Expenses (incl. Franchisee commision)	Subsumed under identified KPIs i.e. EBITDA

<b>49</b>	Direct Channel Expenses (incl. Franchisee commision) - % Net Revenue	Subsumed under identified KPIs i.e. EBITDA
<b>50</b>	Marketing Expense	Subsumed under identified KPIs i.e. EBITDA
<b>51</b>	Marketing Expense - % Net Revenue	Subsumed under identified KPIs i.e. EBITDA
<b>52</b>	HO Payroll	Subsumed under identified KPIs i.e. EBITDA
<b>53</b>	HO Payroll- % Net Revenue	Subsumed under identified KPIs i.e. EBITDA
<b>54</b>	Customer Support Expense	Subsumed under identified KPIs i.e. EBITDA
<b>55</b>	Customer Support Expense - % Net Revenue	Subsumed under identified KPIs i.e. EBITDA
<b>56</b>	Technology Cost	Subsumed under identified KPIs i.e. EBITDA
<b>57</b>	Technology Cost - % Net Revenue	Subsumed under identified KPIs i.e. EBITDA
<b>58</b>	Other SG&A	Subsumed under identified KPIs i.e. EBITDA
<b>59</b>	Other SG&A - % Net Revenue	Subsumed under identified KPIs i.e. EBITDA
<b>60</b>	Cost Saving break up	Subsumed under identified KPIs i.e. EBITDA
<b>61</b>	Supply Chain Cost	Subsumed under identified KPIs i.e. EBITDA
<b>62</b>	Supply Chain Cost - % Net Revenue	Subsumed under identified KPIs i.e. EBITDA
<b>63</b>	Customer Revenue (INR Mn) (India, International, Brand, Owndays)	Subsumed under identified KPIs i.e. Revenue from Operations
<b>64</b>	Net Revenue: OD & LK Brand	Subsumed under identified KPIs i.e. Revenue from Operations - International
<b>65</b>	Gross Margin - LK and OD Brands	Subsumed under identified KPIs i.e. Gross Margin - India and International
<b>66</b>	EBITDA: OD & LK Brands	Subsumed under identified KPIs i.e. EBITDA - International
<b>67</b>	Revenue Per Store Per Day (PSPD) - Overall (INR) (Metro and Non-Metro)	Subsumed under identified KPIs i.e. Revenue from Operations - India, and No. of stores.

68	No. of Touch Points - HEC - (Home Eye Checkup)	Not relevant -- as immaterial
69	Customer Base	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
70	Traffic- Unique Visitors (online only)	Third Party Data
71	Conversion% (online and Offline)	Not Auditable
72	EPP/ Gross Margin	Subsumed under identified KPIs i.e. Gross Margin
73	ASP (Gold)	Not relevant -- as immaterial; Revenue and no. of units relevant metric
74	COD%	Not relevant as these metrics do not change materially over a period of time
75	Reverse Orders %	Not relevant as these metrics do not change materially over a period of time
76	RTO Orders %	Not relevant as these metrics do not change materially over a period of time
77	Gross Shipped Pieces	Subsumed under identified KPIs i.e. Number of eyewear units sold
78	Net Shipped Pieces	Subsumed under identified KPIs i.e. Number of eyewear units sold
79	Avg Store Size (sq. ft.) for COCO and FOFO stores	Not relevant -- as # Stores are much more important metric, given limited store size format
80	Avg. Created_to_dispatch_days	Not relevant as these metrics do not change materially over a period of time
81	Business Margin %	Subsumed under identified KPIs i.e. Gross Margin
82	Revenue ARR	Subsumed under revenue
83	Share of Private Label	Not Relevant, as business model focus is on 'Lenskart' Brand
84	No. of Cities	Factual data. No. of units sold is a relevant metric
85	No. of Home Try On's	Not relevant -- as immaterial
86	Digital Influence Sales	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts and Revenue from Operations

87	Home Try-on conversion rate	Not Auditable
88	Comparison of Conversion rates	Not Auditable
89	Growth of unique online visitors in last 12 months	Third Party Data
90	COCO Stores	Subsumed under identified KPIs i.e. No of Stores
91	FOFO Stores	Subsumed under identified KPIs i.e. No of Stores
92	JJ Stores	Subsumed under identified KPIs i.e. No of Stores
93	Gross Profit/Store	Subsumed under identified KPIs i.e. Gross Margin
94	Inventory Turns	Subsumed under Net Working Capital Days
95	Improvement in revenue retention Cohorts by New Customer	Subsumed under identified KPIs i.e. Revenue from Operations and Annual Transacting Customer Accounts
96	Repeat Orders/ Total Orders	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
97	Quarterly growth in sale of private label products	Not Relevant, as business model focus is on 'Lenskart' Brand
98	Contribution of existing customers to monthly orders	Subsumed in Revenue and Annual Transacting Customer Accounts
99	Frequent purchase habits	Subsumed in No of Units sold, Annual Transacting Customer Accounts
100	Gold Subscriber first order ATV/ Average first order ATV	Subsumed under identified KPIs i.e. Revenue from Operations and Annual Transacting Customer Accounts, No of Units sold
101	Average Revenue/ Gold Subscriber	Subsumed under identified KPIs i.e. Revenue from Operations and Annual Transacting Customer Accounts
102	Customers acquired from eyeglass first transactions	Business sensitive
103	Customers acquired from sunglass first transactions	Business sensitive
104	Conversion rate (basis face map analysis)	Not Auditable
105	Looks in 10 Seconds (Virtual Try-ons)	Not relevant -- as immaterial

<b>106</b>	Higher conversion rates than online average	Not Auditable
<b>107</b>	Store prediction (%)	Not auditable/ verifiable
<b>108</b>	Lenses and Frames manufactured	Not relevant as these metrics do not change materially over a period of time
<b>109</b>	Spectacles dispatched/minute	Not relevant as these metrics do not change materially over a period of time
<b>110</b>	Growth in Revenue per store (COCO) (Quarterly Cohorts)	It is subsumed under revenue - growth
<b>111</b>	Growth in Revenue per store (FOFO) (Quarterly Cohorts)	It is subsumed under revenue - growth
<b>112</b>	Average inventory per store	Subsumed under Net Working Capital Days
<b>113</b>	Average monthly EBITDA Per store	Subsumed under identified KPIs i.e. EBITDA and No of Stores
<b>114</b>	COCO Channel Expenses/Revenue (%)	Subsumed under identified KPIs i.e. EBITDA
<b>115</b>	FOFO Channel Expenses/Revenue (%)	Subsumed under identified KPIs i.e. EBITDA
<b>116</b>	COCO Unit Economics	Subsumed under identified KPIs i.e. EBITDA and No of Stores
<b>117</b>	Order per stores per month	subsumed under stores and units sold
<b>118</b>	Manpower %	Subsumed under identified KPIs i.e. EBITDA
<b>119</b>	Other Costs %	Subsumed under identified KPIs i.e. EBITDA
<b>120</b>	FOFO Unit Economics	Subsumed under identified KPIs i.e. EBITDA and No of Stores
<b>121</b>	Conversion Rate (Sales Agents)	Not Auditable
<b>122</b>	User Profiles Captured/Month	Subsumed under Annual transacting customers
<b>123</b>	EBITDA Run Rate	Subsumed under identified KPIs i.e. EBITDA
<b>124</b>	Average TAT for customer orders	Not relevant as these metrics do not change materially over a period of time

<b>125</b>	# of Mature Stores - COCO and FOFO stores	Subsumed in Total stores
<b>126</b>	Orders per stores per month - COCO and FOFO stores	Subsumed in Total stores, Number of eyewear units sold and Annual Transacting Customer Accounts
<b>127</b>	Orders per stores per month (Mature Stores) - COCO and FOFO stores	Subsumed in Total stores, Number of eyewear units sold and Annual Transacting Customer Accounts
<b>128</b>	Average Revenue per store - COCO and FOFO stores	Subsumed in Revenue from Operations and Total stores
<b>129</b>	Average Revenue per store (Mature Stores) - COCO and FOFO stores	Subsumed in Revenue from Operations and Total stores
<b>130</b>	COGS + Shipping & Packaging - COCO and FOFO stores	Subsumed under identified KPIs i.e. EBITDA
<b>131</b>	COGS + Shipping & Packaging (Mature Stores) - COCO and FOFO stores	Subsumed under identified KPIs i.e. EBITDA
<b>132</b>	Gross margin % (Mature Stores) - COCO and FOFO stores	Subsumed under identified KPIs i.e. Gross Margin
<b>133</b>	Rent % - COCO stores	Subsumed under identified KPIs i.e. EBITDA
<b>134</b>	Rent % (Mature Stores) - COCO stores	Subsumed under identified KPIs i.e. EBITDA
<b>135</b>	Manpower % - COCO stores	Subsumed under identified KPIs i.e. EBITDA
<b>136</b>	Manpower % (Mature Stores) (COCO)	Subsumed under identified KPIs i.e. EBITDA
<b>137</b>	Others Costs % (COCO)	Subsumed under identified KPIs i.e. EBITDA
<b>138</b>	Others Costs % (Mature Stores) (COCO)	Subsumed under identified KPIs i.e. EBITDA
<b>139</b>	EBITDA % (Mature Stores) - COCO and FOFO stores	Subsumed under identified KPIs i.e. EBITDA
<b>140</b>	Franchisee commission % (FOFO)	Subsumed under identified KPIs i.e. EBITDA
<b>141</b>	Franchisee commission % (Mature Stores) (FOFO)	Subsumed under identified KPIs i.e. EBITDA
<b>142</b>	EBITDA % (FOFO)	Subsumed under identified KPIs i.e. EBITDA
<b>143</b>	Units per customer in 2 years (against traditional players)	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts, and No of Units sold

144	M13-18, 19-24 and 25-30 order repeat -- Repeat Order Cohort	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
145	Store inventory turns	Subsumed under Net Working Capital Days
146	Number of retailers onboarded on marketplace	Not relevant -- as immaterial
147	Repeat purchase across categories for customers purchasing eyeglasses in 1st transaction	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
148	Repeat purchase across categories for customers purchasing sunglasses in 1st transaction	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
149	Touchpoints/stores (Owndays)	Subsumed in total no. of stores
150	Split of customers placing 1 order, 2 or more orders within 12 months from acquisition	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
151	CAC	Not Auditable
152	Capex per store	subsumed under RoCE
153	Cash on cash return in 1 year for stores	subsumed under RoCE
154	Average annual revenue per sq. ft. till Q16 from opening (COCO/FOFO)	subsumed under revenue., and no of stores
155	Cross pollination (Repeat customers' whose first transaction is from a different channel)	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
156	Gold customer repeat	Subsumed under identified KPIs i.e. Annual Transacting Customer Accounts
157	3-Yr LTV of Customers	Not Auditable
158	AOV (Singapore)	Subsumed under Revenue - International and No of Units Sold
159	Manufacturing reliability	Not relevant as these metrics do not change materially over a period of time
160	# of SKUs	subsumed under Working Capital
161	% of stores with >35% EBITDA	Subsumed under identified KPIs i.e. EBITDA

**Lenskart Solutions Limited**

(Earlier known as Lenskart Solutions Private Limited)

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<b>162</b>	# of brands and # of brands above \$70mn scale	Not Relevant, as business model focus is on 'Lenskart' Brand
<b>163</b>	Growth in Online Sales	subsumed under revenue growth

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CIN — U33100DL2008PLC178355

**ANNEXURE E**

**Selected Data other than KPI disclosed in the Offer Documents**

While the following information has been included in the UDRHP, RHP and Prospectus, the following items/ metrics are not considered to be information in the nature of KPIs for the business of our Company since our Company does not deem such items/metrics appropriate to represent the financial or operational performance of the Company or to have a bearing on the determination of Offer price. This is because, among other reasons, these items/metrics are already disclosed in the financials, and/ or reflected or subsumed within the KPIs presented above and/ or do not reflect the performance of our Company, and/or do not qualify as performance indicators and are not routinely disclosed by industry peers as KPIs.

<b>Sr. No.</b>	<b>Metric</b>
1	Revenue by channel
2	SSSG by Country
3	New store count and revenue by region (International)
4	Vintage wise payback trends - 1. All stores 2. City wise 3. Internal business
5	App downloads - Organic and Paid
6	City wise store count & Net Additions - 1. India 2. International (including Owndays)
7	NPS including split as per - 1. channel 2. components (Promoter and detractor %)
8	Gold Members Acquired
9	Customer Revenue by Category - Consolidated (Eye, Sun and others)
10	Marketing Expense
11	Marketing Expense - % Net Revenue
12	Technology Cost
13	Technology Cost - % Net Revenue
14	Traffic- Unique Visitors (online only)
15	No. of Cities
16	Digital Influence Sales
17	COCO Stores
18	FOFO Stores
19	Repeat Orders/ Total Orders
20	Lenses and Frames manufactured
21	Units per customer in 2 years (against traditional players)
22	Average annual revenue per sq. ft. till Q16 from opening (COCO/FOFO)
23	# of SKUs