

Kaya Limited

May 24, 2023

To,
BSE Limited
Market Operations Department,
1st Floor, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001
BSE Scrip Code: 539276

National Stock Exchange of India Limited
'Exchange Plaza', 5th Floor,
Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra(E), Mumbai 400051
NSE Symbol: KAYA

Subject: Media Release –Q4FY23

Dear Sir/ Madam,

Please find enclosed a media release by Kaya Limited for the quarter ended March 31, 2023.

This is for your information and records.

For **Kaya Limited**,

Nitika Dalmia
Company Secretary &
Compliance Officer

Encl: A/a

Kaya Limited

Kaya Ltd. announces growth of 11% in Group Revenue over Q4 FY22

India Revenue grew by 12% | Middle East Revenue grew by 11%

Mumbai, 24 May 2023: Kaya Limited (the “Company”), today announced its financial results for the fourth quarter ended 31 March 2023 (standalone and consolidated)

India business

In the backdrop of strong recovery of consumer sentiments, our service business registered a double-digit growth in Q4 FY23 over last year.

- Clinic Service business registered a LFL Collections growth of 13% vis-à-vis Q4FY22 mainly driven by categories like Anti-ageing, Beauty-Facials, Fairness and Pigmentation Hair Care and Body Contouring.
- Product business at clinics registered a Collections growth of 28% vis-à-vis Q4FY22 mainly driven by categories like Fairness and Pigmentation, Acne care & Anti-ageing.
- NPS scores continued to trend higher touching 82 reflecting great customer experience.
- Innovation continues to have strong consumer acceptance, resulting in a contribution of 8% to our Collections of the clinic business in Q4FY23.

Kaya Middle East business

Our business registered a 5% Collections growth at Constant currency in Q4 FY23 over last year.

- Service business registered a LFL Collections growth of 5% at constant currency vis-à-vis Q4FY22 mainly driven by categories like Skin Concern, Skin Glow Solution, Anti-ageing and Hair-free.
- Product business registered a LFL Collections growth of 21% at constant currency vis-à-vis Q4FY22.
- NPS scores continued to trend higher touching 85 reflecting great customer experience.

Standalone Results

- Revenue from operations at a Standalone level is INR 43.9 crs for Q4FY23, a growth of 12% over the corresponding quarter Q4FY22.
- Standalone Profit/(loss) after tax (PAT aei) for Q4FY23 was INR (23.9) crs after considering one-time impact towards impairment of investments in subsidiary (INR 10.7 crs) and towards interest on PF liability (INR 10.6 crs) as compared to Profit/(loss) after tax of INR (8.7) crs over corresponding quarter Q4FY22.

Consolidated Results

Registered Office: Kaya Limited, Marks, 23/C, Mahal Industries Estate, Mahakali Caves Road, Near Paper Box Lane, Andheri (E), Mumbai 400 093. Tel.:91-22-66195000. Website: www.kaya.in

CIN: L85190MH2003PLC139763

Kaya Limited

- Revenue from operations at a Consolidated level is INR 92.6 crs for Q4FY23, a growth of 11% over the corresponding quarter Q4FY22.
- Consolidated Profit/(loss) after tax (PAT aei) for Q4FY23 was INR (58.0) crs after considering one-time impact towards impairment of Goodwill (INR 28.4 crs) and towards interest on PF liability (INR 10.6 crs) as compared to Profit/(loss) after tax of INR (42.6) crs over corresponding quarter Q4FY22.

About Kaya

A 20-year-old legacy brand, Kaya continues leading innovation in the aesthetic dermatology space with its 600+ service lines; 60+ strong Dermat product mix; 100+ Dermats and a commanding presence across 90+ clinics in India and Middle East.

Kaya India's Loyalty program – Kaya Smiles continues to grow from strength to strength contributing to more than 91% of the collection.

Kaya has a comprehensive portfolio of advanced skin care, hair care and body care solutions spanning Laser hair reduction, Brightening and pigmentation, Acne and Scars, Hair Loss, Beauty Facials, Body contouring among others.

In addition to the range of advanced solutions, Kaya has a wide spectrum of retail products that range from Daily Essentials, Acne solutions, Lightening and Brightening, Sun care, Anti-aging and Hair loss, Hair volumizing and Dandruff, all formulated and developed by our dermatologists.

Kaya products are also retailed through E-Commerce, across partners that include Nykaa, Amazon, Flipkart, Myntra, etc.

Disclaimer

Statements in this press release describing the Company's performance may be "forward looking Statements" within the meaning of applicable securities laws and regulation. Actual results may differ materially from those directly or indirectly expressed, inferred, or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and / or other incidental factors.

For more information visit www.kaya.in

Kaya Limited, Regd. Off: 23/C, Mahal Industrial Estate, Mahakali Caves Road, Andheri (East),
Mumbai 400 093. Tel: (91-22) 66195000

Website: www.kaya.in # Email: Investorrelations@kayaindia.net

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