

Kaya Limited

July 27, 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 –Q1FY24


Dear Sir/ Madam,

Please find enclosed a media release by Kaya Limited for the quarter ended June 30, 2023.

This is for your information and records.

For **Kaya Limited,**

NITIKA
SUNNY
NIRMAL

 Digitally signed by NITIKA SUNNY NIRMAL
DN: c=IN, ou=PERSONAL, ou=5132,
pseudoym=31a92d554736974163555134,
c2735a474c02b207e16d1659560a5709879c,
z.postalCode=421203, st=Maharashtra,
serialNumber=023F50768776c3155686e19
8d3687a76286287839607133410603959ab
1, cn=NITIKA SUNNY NIRMAL
Date: 2023.07.27 16:30:12 +05'30'

Nitika Dalmia
Company Secretary &
Compliance Officer

Encl: A/a

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 Ltd. announces growth of 14% in Group Revenue over Q1 FY23

India Revenue grew by 17% | Middle East Revenue grew by 11%

Mumbai, 27 July 2023: Kaya Limited (the “Company”), today announced its financial results for the first quarter ended 30 June 2023 (standalone and consolidated)

India business

Our Clinic business registered a 20% Revenue growth over Q1FY23.

- Services business registered a Revenue growth of 21% vis-à-vis Q1FY23 mainly driven by categories like Body Contouring, Acne, Hair Care, Beauty Facials and Anti-ageing.
- Product business at clinics registered a Revenue growth of 13% vis-à-vis Q1FY23 mainly driven by categories like Lighter & Brighter and Nutraceuticals.
- NPS scores continued to trend higher touching 82 reflecting great customer experience.

Kaya Middle East business

Our business registered an 11% Revenue growth over Q1FY23.

- Services business registered a Revenue growth of 11% vis-à-vis Q1FY23 mainly driven by categories like Anti-ageing, Body Solutions, Skin Concern and Beauty Facials.
- Product business registered a Revenue growth of 13% vis-à-vis Q1FY23 mainly driven by categories like Acne, Pigmentation and Sun Protection.
- NPS scores continued to trend higher touching 84 reflecting great customer experience.

Standalone Results

- Revenue from operations at a Standalone level is INR 49.7 crs for Q1FY24, a growth of 17% over the corresponding quarter Q1FY23.
- Standalone Profit/(loss) after tax (PAT aei) for Q1FY24 was INR (4.5) crs as compared to Profit/(loss) after tax of INR (18.8) crs over corresponding quarter Q1FY23.

Consolidated Results

- Revenue from operations at a Consolidated level is INR 105.7 crs for Q1FY24, a growth of 14% over the corresponding quarter Q1FY23.
- Consolidated Profit/(loss) after tax (PAT aei) for Q1FY24 was INR (9.3) crs as compared to Profit/(loss) after tax of INR (23.5) crs over corresponding quarter Q1FY23.

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 90% 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