

## Kaya Ltd announces Q2 FY23 results

Group revenue grew by 9% over Q2FY22 | India Revenue grew by 17% over Q2FY22

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**Mumbai, 03 November 2022:** Kaya Limited (the “Company”), today announced its financial results for the second quarter ended 30 September 2022 (standalone and consolidated)

### Standalone Results

INR crs	Q2FY23	Q2FY22	Growth vs Q2 FY22
Revenue from operations	44.2	37.6	17%
Profit/(loss) after tax (PAT bei)	(7.2)	(3.0)	-138%

### India business

In the backdrop of strong recovery of consumer sentiments, our service business registered a double-digit growth in Q2FY23 over last year.

- Collection from service business registered a high like for like growth of 26% vis-à-vis Q2FY22 mainly driven by categories like Hair-free, Anti-ageing, Acne Scars and Beauty Facials.
- NPS scores continued to trend higher touching 76, reflecting great customer experience driving a robust growth of 25 % in Collections for existing customers.
- Innovations offering continue to receive wide consumer acceptance resulting in a contribution of 8% of overall clinic business in Q2FY23.
- After a gap of 7 years, the Company has started an expansion programme, opening one clinic in Q2FY23 and will increase momentum of openings to propel growth.

### Consolidated Results

- Revenue from operations at a Consolidated level is INR 91.3 crs for Q2FY23, a growth of 9% over corresponding quarter Q2FY22.
- Consolidated Operating EBITDA at INR 5.0 crs for Q2FY23 as compared to Consolidated Operating EBITDA at INR 14.9 crs for Q2FY22.
- Consolidated Profit/(loss) after tax (PAT bei) for Q2FY23 was INR (16.5) crs, as compared to Profit/(loss) after tax of INR (4.5) crs over corresponding quarter Q2FY22.

## About Kaya

A 19-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 4 countries.

Kaya India's Loyalty program – Kaya Smiles continues to grow from strength to strength contributing to more than 80% of the collection.

Kaya has a comprehensive portfolio of advanced skin care and hair care solutions spanning Laser hair reduction, Brightening and pigmentation, Acne and Scars, Hair Loss, Beauty Facials 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](http://www.kaya.in)*

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