



**“KAYA LIMITED
Q1 FY 23 Earnings Conference Call”**

August 01, 2022



Dolat Capital



MANAGEMENT: **MR. RAJIV SURI - GLOBAL CHIEF EXECUTIVE OFFICER, KAYA LIMITED**
MR. RAJIV NAIR - CHIEF EXECUTIVE OFFICER, KAYA LIMITED
MR. SAURABH SHAH - CHIEF FINANCIAL OFFICER, KAYA LIMITED

MODERATOR: **MR. SACHIN BOBADE - DOLAT CAPITAL MARKET PRIVATE LIMITED**



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Moderator: Ladies and gentlemen, good day and welcome to the Kaya Q1 FY23 Earnings Conference Call hosted by Dolat Capital. As a reminder, all participant lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '*' then '0' on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Sachin Bobade from Dolat Capital. Thank you, over to you, sir.

Sachin Bobade: Thank you, Renju. On behalf of Dolat Capital, I welcome you all to the Q1 FY '23 earnings conference call of Kaya Limited. Hope you all and your family are staying safe and healthy. From the management side, we have with us Mr. Rajiv Suri, Global Chief Executive Officer; Mr. Rajiv Nair, Chief Executive Officer, Kaya Group; and Mr. Saurabh Shah, Chief Financial Officer.

Now I hand the floor to the management for their opening remarks and then we will have question-and-answer session. Over to you, sir.

Rajiv Nair: Hi, thank you. Good evening, everybody. I welcome you to the conference call on company's behalf. Let me begin the conference call with a very short update on Q1 performance of Kaya Limited, which is already in public domain and uploaded on our website www.kaya.in. Kaya Limited posted consolidated revenue from operation of INR 92.8 crore for the quarter ended 30th June 2022, a growth of 40% over corresponding quarter ended 30th June 2021. Consolidated EBITDA is loss INR 4 crore in Q1 financial '23 as compared to positive INR 4.8 crore in Q1 financial '22.

Consolidated loss after tax and before exceptional item for Q1 financial '23 is INR 23.5 crore as compared to loss of INR 13.4 crore in Q1 financial '22. The company has taken one time exception cost of INR 12.4 crore during this quarter Q1 financial '23. Kaya India loss after tax and before exceptional item for the Q1 financial '23 positive INR 18.8 crore as compared to loss of INR 12 crore in Q1 Financial '22, sorry a loss.

Kaya Middle East loss after tax and before exception item for Q1 '23 is INR 4.7 crore as compared to loss of INR 1.4 crore in Q1 financial '22. Collection in India at clinic grew by 342 person in Q1 financial '23 as compared to Q1 financial '22. Collection at clinics in Middle East region grew by 11% at constant currency in Q1 financial '23 as compared to Q1 financial '22. The detailed information update is already with you.

I now open the session for questions and my colleagues and I will be glad to answer them. Thank you.

Moderator: We will now begin the question-and-answer session. Sir, no questions. We have reached the end of Q&A session. I would now like to hand the conference over to the management for closing comments.

Rajiv Nair: Thank you all for participating on the call.

Moderator: Thank you. On behalf of Dolat Capital that concludes this conference. Thank you for joining us. You may now disconnect your lines.