

# Kaya Limited

October 31, 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', 5<sup>th</sup> Floor,  
Plot No. C/1, G Block,  
Bandra Kurla Complex,  
Bandra(E), Mumbai 400051  
NSE Symbol: KAYA

**Subject: Media Release –Q2FY24**

Dear Sir/ Madam,

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

This is for your information and records.

For **Kaya Limited**,

NITIKA  
SUNNY  
NIRMAL



Digitally signed by NITIKA SUNNY NIRMAL  
DN: cn=NITIKA SUNNY NIRMAL, o=KAYA LIMITED  
Reason: I am the signer of this document.  
SHA-256 digest algorithm used for signature verification.  
Date: 2023.10.31 10:45:00 AM

**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](http://www.kaya.in)

CIN: L85190MH2003PLC139763

## **Kaya Ltd. announces growth of 10% in Group Revenue over Q2 FY23**

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**Mumbai, 31 October 2023:** Kaya Limited (the “Company”), today announced its financial results for the quarter ended 30 September 2023 (standalone and consolidated)

### **India business**

Our Clinic business registered a 21% Revenue growth over Q2FY23.

- Services business registered a Revenue growth of 20% vis-à-vis Q2FY23 mainly driven by categories like Body Contouring, Acne, Hair Care, Beauty Facials and Fairness Pigmentation.
- Product business at clinics registered a Revenue growth of 34% vis-à-vis Q2FY23 mainly driven by categories like Lighter & Brighter and Nutraceuticals.
- NPS scores continued to trend higher touching 84 reflecting great customer experience.

### **Middle East business**

Our business witnessed a decline of 1% in Revenue over Q2FY23 at constant currency.

- Services business witnessed a decline of 2% in Revenue over Q2FY23 at constant currency.
- Product business registered a Revenue growth of 13% vis-à-vis Q2FY23 at constant currency mainly driven by categories like Acne, Pigmentation and Skin rejuvenation.
- NPS scores continued to trend higher touching 84 reflecting great customer experience.

### **Standalone Results**

- Revenue from operations at a Standalone level is INR 51.9 crs for Q2FY24, a growth of 18% over the corresponding quarter Q2FY23.
- Loss after tax and exceptional items for Q2FY24 was INR 36.5 crs, after considering one-time impact of INR 33.7 crs for Impairment loss on Investments as compared to Loss after tax and exceptional items of INR 7.2 crs over the corresponding quarter Q2FY23.

### **Consolidated Results**

- Revenue from operations at a Consolidated level is INR 100.6 crs for Q2FY24, a growth of 10% over the corresponding quarter Q2FY23.
- Loss after tax and exceptional items for Q2FY24 was INR 13.4 crs as compared to Loss after tax and exceptional items of INR 14.9 crs over the corresponding quarter Q2FY23.

## About Kaya

A 20-year-old legacy brand, Kaya continues leading innovation in the aesthetic dermatology space with its 600+ service lines; 70+ strong product mix; 100+ Dermats and a commanding presence across 90+ clinics in India and Middle East.

Kaya's Loyalty program – Kaya Smiles continues to grow from strength to strength contributing to more than 85% 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 its own D2C website ([www.kaya.in](http://www.kaya.in)) and marketplaces 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)*

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](http://www.kaya.in) # Email: [Investorrelations@kayaindia.net](mailto:Investorrelations@kayaindia.net)