

Kaya Limited

August 6, 2024

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 –Q1FY25

Dear Sir/ Madam,

Please find enclosed a media release by Kaya Limited for the quarter ended June 30, 2024.

This is for your information and records.

For **Kaya Limited,**

NITIKA Digitally signed
by NITIKA
SUNNY NIRMAL
Date: 2024.08.06
16:44:18 +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 5% in Revenue over Q1 FY25 at Standalone level

Mumbai, August 6th, 2024: Kaya Limited (the “Company”), today announced its financial results for the quarter ended June 30, 2024 (standalone and consolidated)

India business

Clinic business registered a like for like growth of 8% in Revenue from operations over Q1FY24

- Services business registered Revenue from operations growth of 8% over Q1FY24 mainly driven by categories like Body Contouring, Acne, Hair Care and Beauty Facials.
- Body Contouring Segment continued to show robust growth of 25% over Q1FY24.
- Haircare was relaunched with advanced diagnostic tools focused on hair growth and hair fall in Q1, with a completely new customer journey witnessing a 14% revenue growth over Q1FY24.
- As part of the continued clinic refresh initiative, 3 clinics were relocated, and 3 clinics were renovated in Q1FY25.
- Product business at clinics registered a Revenue growth of 8% over Q1FY24 mainly driven by categories like Hair Care, Body care, Skin Care and Sun care.
- NPS scores continued to trend higher in Q1FY25 touching 88 reflecting great customer experience.

Collaboration with Marico

Earlier this month, the Company announced that it will collaborate with Marico. Under this arrangement, Marico will have exclusive rights to scale up Kaya’s range of efficacy-based products outside of its clinics, thereby accelerating the product growth and brand visibility for Kaya.

Standalone Results

- Revenue from operations at a Standalone level is INR 52.0 crs for Q1FY25, a growth of 5% over the corresponding quarter Q1FY24.
- Standalone Profit/(loss) after tax (PAT aei) for Q1FY25 was INR 6.4 crs as compared to Profit/(loss) after tax of INR (4.5) crs over corresponding quarter Q1FY24.

Consolidated Results

- Revenue from operations at a Consolidated level is INR 61.0 crs for Q1FY25, a growth of 2% over the corresponding quarter Q1FY24.
- Consolidated Profit/(loss) after tax (PAT aei) for Q1FY25 was INR 103.1 crs which includes profit from discontinued operations of INR 108.4 crs as compared to Profit/(loss) after tax of INR (9.3) crs over corresponding quarter Q1FY24.

About Kaya

Kaya (BSE: 539276, NSE: "KAYA") is a 20-year-old legacy brand and continues leading innovation in the aesthetic dermatology space with its 600+ service lines; 75+ product mix; 100+ dermatologists and a commanding presence across 70+ clinics in India.

Kaya has a comprehensive portfolio of advanced skin care, hair care and body care solutions spanning Anti-Ageing, Brightening and pigmentation, Acne and Scars, Hair Care, Beauty Facials, Body Contouring and Laser hair reduction amongst others.

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

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Mumbai 400093. Tel: (91-22) 66195000

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