

# Kaya Limited

October 28, 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', 5<sup>th</sup> Floor,  
Plot No. C/1, G Block,  
Bandra Kurla Complex,  
Bandra(E), Mumbai 400051  
NSE Symbol: KAYA

**Subject: Media Release –Q2FY25**

Dear Sir/ Madam,

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

This is for your information and records.

For **Kaya Limited**,

NITIKA Digitally signed  
by NITIKA  
SUNNY NIRMAL  
Date: 2024.10.28  
16:04:21 +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](http://www.kaya.in)

CIN: L85190MH2003PLC139763

## **Kaya Ltd. announces clinic growth of 5% in Revenue over Q2 FY24**

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**Mumbai, October 28<sup>th</sup>, 2024:** Kaya Limited (the “Company”), today announced its financial results for the quarter ended September 30, 2024 (standalone and consolidated)

### **India business**

**Clinic business registered a growth of 5% in Revenue from operations over Q2FY24.**

- Services business registered Revenue from operations growth of 5% over Q2FY24 mainly driven by categories like Body Contouring, Hair Care, Anti-Ageing and Brightening & Pigmentation
- Body Category continued to show strong growth of 40% over Q2FY24
- Haircare services aided by advanced diagnostic tools and revamped customer journey witnessed a 19% growth over Q2 FY24
- As part of the continued clinic refresh initiative, 4 clinics were relocated, and 4 clinics were renovated in Q2FY25
- Product business at clinics registered a Revenue growth of 4% over Q2FY24 mainly driven by categories like Hair Care, Bath & Body, and Sun Care.
- ATS grew by 1% over Q2 FY24
- NPS scores continued to trend higher in Q2FY25 touching 87 reflecting great customer experience

### **Artificial Intelligence**

Kaya launched its proprietary ‘Klear AI’ app which delivers a comprehensive analysis of skin health, identifying specific concerns such as aging, acne, acne scars, blemishes, and open pores. This app is **backed by Kaya's expert knowledge on Indian skin types**, drawing from a rich database of over thousands of Indian customer references to ensure a highly advanced diagnosis when coupled with the dermatologists' consultations. The AI engine, trained with these annotated images, makes the tool highly accurate for skin analysis, ensuring personalized and effective skin care

### **Standalone Results**

- Revenue from operations at a Standalone level is INR 52.4 crs for Q2FY25, a growth of 1% over the corresponding quarter Q2FY24.
- Standalone Profit/(loss) after tax (PAT aei) for Q2FY25 was INR (10.7) crs as compared to Profit/(loss) after tax of INR (36.5) crs over corresponding quarter Q2FY24.

### **Consolidated Results**

- Revenue from operations at a Consolidated level is INR 52.5 crs for Q2FY25, a growth of 4% over the corresponding quarter Q2FY24.
- Consolidated Profit/(loss) after tax (PAT aei) for Q2FY25 was INR (15.6) crs which includes loss from discontinued operations of INR (4.7) crs as compared to Profit/(loss) after tax of INR (13.4) crs over corresponding quarter Q2FY24 which includes loss from discontinued operations of INR (8.9) crs of the corresponding quarter.

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

Kaya Limited, Regd. Off: 23/C, Mahal Industrial Estate, Mahakali Caves Road, Andheri (East),  
Mumbai 400093. Tel: (91-22) 66195000

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