

# Kaya Limited

January 30, 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 –Q3FY24**

Dear Sir/ Madam,

Please find enclosed a media release by Kaya Limited for the quarter ended December 31, 2023.

This is for your information and records.

For **Kaya Limited**,

**Nitika Dalmia**  
**Company Secretary &**  
**Compliance Officer**

Encl: A/a

## **Kaya Ltd. announces growth of 2% in Group Revenue over Q3 FY23**

**India Revenue grew by 17% | Middle East Revenue declined by 12%**

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**Mumbai, 30 January 2024:** Kaya Limited (the “Company”), today announced its financial results for the quarter ended 31 December 2023 (standalone and consolidated)

### **India business**

Our Clinic business registered a 19% Revenue from operations growth over Q3FY23.

- Services business registered a Revenue from operations growth of 18% vis-à-vis Q3FY23 mainly driven by categories like Body Contouring, Acne, Hair Care, Beauty Facials and Hair Free.
- Product business at clinics registered a Revenue from operations growth of 26% vis-à-vis Q3FY23 mainly driven by categories like Hair Care, Skin Care and Nutraceuticals.
- NPS scores continued to trend higher touching 86 reflecting great customer experience.

### **Kaya Middle East business**

Our business Revenue from operations declined by 12% over Q3FY23 (at constant currency) due to geo-political impact in this quarter.

- Services business Revenue from operations declined by 13% vis-à-vis Q3FY23 (at constant currency).
- Product business registered a Revenue from operations growth of 9% vis-à-vis Q3FY23 mainly driven by Nutraceuticals (at constant currency).
- NPS scores continued to trend higher touching 86 reflecting great customer experience.

### **Standalone Results**

- Revenue from operations at a Standalone level is INR 55.6 crs for Q3FY24, a growth of 17% over the corresponding quarter Q3FY23.
- Standalone Profit/(loss) after tax (PAT aei) for Q3FY24 was INR (2.9) crs as compared to Profit/(loss) after tax of INR (35.6) crs over corresponding quarter Q3FY23.

### **Consolidated Results**

- Revenue from operations at a Consolidated level is INR 102.4 crs for Q3FY24, a growth of 2% over the corresponding quarter Q3FY23.
- Consolidated Profit/(loss) after tax (PAT aei) for Q3FY24 was INR (9.0) crs as compared to Profit/(loss) after tax of INR (17.6) crs over corresponding quarter Q3FY23.

## About Kaya

A 20-year-old legacy brand, Kaya continues leading innovation in the aesthetic dermatology space with its 600+ service lines; 60+ product mix; 100+ Dermats and a commanding presence across 90+ clinics in India and Middle East.

Kaya India's Loyalty program - Kaya Smiles continues to grow from strength to strength contributing to more than 90% 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 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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