

Kaya Limited

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

Subject: Media Release –Q3FY23

Dear Sir/ Madam,

Please find enclosed a media release by Kaya Limited for the quarter ended December 31, 2022.

This is for your information and records.

For Kaya Limited,

**NITIKA
SUNNY
NIRMAL**
Nitika Dalmia
Company Secretary &
Compliance Officer

Digitally signed by NITIKA SUNNY NIRMAL
DN: cn=NITIKA SUNNY NIRMAL, o=KAYA LIMITED, ou=KAYA LIMITED, email=sunny.nirmal@kaya.in, c=IN
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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 10% in Group Revenue over Q3 FY22

India Clinic Revenue grew by 8% | Middle East Revenue grew by 14%

Mumbai, 01 February 2023: Kaya Limited (the “Company”), today announced its financial results for the third quarter ended 31 December 2022 (standalone and consolidated)

India business

In the backdrop of strong recovery of consumer sentiments, our service business registered a double-digit growth in Q3 FY23 over last year.

- Clinic Service business registered a LFL Collections growth of 16% vis-à-vis Q3FY22 mainly driven by categories like Hair-free, Anti-ageing, Acne Scars and Fairness and Pigmentation.
- Product business at clinics registered a Collections growth of 18% vis-à-vis Q3FY22 mainly driven by categories like Anti-ageing, Sun care, Acne and Skin Health basics.
- NPS scores continued to trend higher touching 81 reflecting great customer experience.
- Innovations offering continue to receive strong consumer acceptance resulting in a contribution of 12% of our overall clinic collections business in Q3FY23.

Kaya Middle East business

Our business registered a 7% Collections growth at Constant currency in Q3 FY23 over last year.

- Service business registered a LFL Collections growth of 7% at constant currency vis-à-vis Q3FY22 mainly driven by categories like Haircare, Hair-free, Body solutions, Anti-ageing, and Skin concerns.
- Product business registered a LFL Collections growth of 9% at constant currency vis-à-vis Q3FY22.
- NPS scores continued to trend higher touching 80 reflecting great customer experience.

Standalone Results

- Revenue from operations at a Standalone level is INR 47.6 crs for Q3FY23, a growth of 6% over corresponding quarter Q3FY22.
- Standalone Operating EBITDA at INR 6.1 crs for Q3FY23 as compared to Standalone Operating EBITDA at INR 8.3 crs for Q3FY22.
- Standalone Profit/(loss) after tax (PAT aei) for Q3FY23 was INR (35.6) crs after considering one-time impact of INR 29.4 crs for impairment of Investments, as compared to Profit/(loss) after tax of INR (2.0) crs over corresponding quarter Q3FY22.

Consolidated Results

- Revenue from operations at a Consolidated level is INR 100.0 crs for Q3FY23, a growth of 10% over corresponding quarter Q3FY22.
- Consolidated Operating EBITDA at INR 8.2 crs for Q3FY23 as compared to Consolidated Operating EBITDA at INR 11.7 crs for Q3FY22.
- Consolidated Profit/(loss) after tax (PAT aei) for Q3FY23 was INR (17.6) crs after considering one-time impact of INR 4.4 crs for impairment of Goodwill, as compared to Profit/(loss) after tax of INR (8.0) crs over corresponding quarter Q3FY22.

About Kaya

A 19-year-old legacy brand, Kaya continues leading innovation in the aesthetic dermatology space with its 600+ service lines; 60+ strong Dermat 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 80% 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

Kaya Limited, Regd. Off: 23/C, Mahal Industrial Estate, Mahakali Caves Road, Andheri (East),
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