

Aakaar Medical Technologies Limited

Investor Presentation

10.11.2025



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Aakaar Medical Technologies

Reinventing Beauty – Tech in India



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Company at a Glance

(Details For the Period FY24-25)

INR 62 Cr.

Revenue up 34%
YoY

21% & 26%

ROCE & ROE

INR 6 Cr

Cash and Cash
Equivalents

5,236

Customers

INR 10 Cr.

EBITDA up 94%
YoY with +535 bps
uptick in EBITDA
margin of 16.15%

INR 6 Cr

PAT up 107% YoY
with +360 bps
uptick in PAT
margin of 9.8%

INR 27 Cr

IPO proceeds to fund
working capital
requirements and general
corporate expenses

154

SKUs

Comprehensive Business Segments of Aesthetics Products, Devices & Device Consumables

Key Business Segments

A. Aesthetics Products

Products for hair care, skin care & injectables which include oral supplements, hair serums, peels, medical facial, serum mask, topical botulinum toxin, etc.

Import Brands

In-licensing agreements/ tie-ups with several leading international aesthetics brands where they distribute & market selected products of the brands across India

Own Brands

Our Own Brands products formulated by us along with our partners. Products are manufactured by loan licensing partners & third party manufacturers

B. Aesthetics Devices & Device Consumables

Clinical and aesthetics devices & device consumables, catering to diverse skin care and hair care problems like hair removal lasers, HydraFacial platform, picosecond lasers, etc.

Import Brands

In-licensing agreements and partnerships to import and sell various devices under the respective international brand names

Own Brands

Sources from third parties & distributes them to doctors and clinic chains under their own brand name

The gap in India's Aesthetic Care Market



India's aesthetics market is expanding at a ~14% CAGR till 2030, yet 80% of products remain imported — exposing weak local capabilities



The sharp rise in dermatologists signals surging consumer demand, but India's population-to-dermatologist ratio still lags far behind the US and China



Limited access in Tier 2–3 cities, inconsistent quality, heavy import dependence, and fragmented distribution leave India underpenetrated — with massive headroom for growth

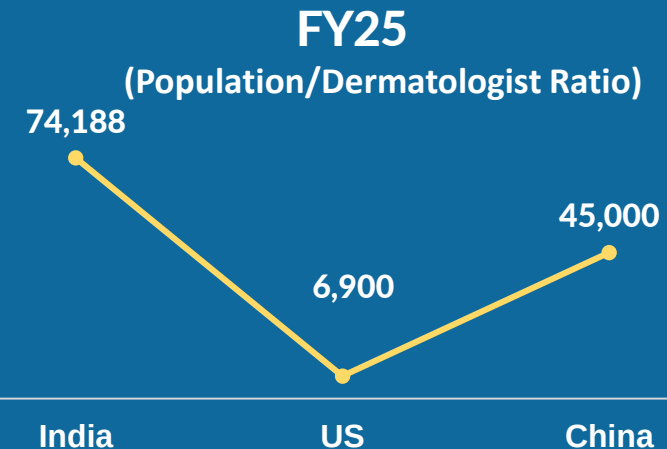
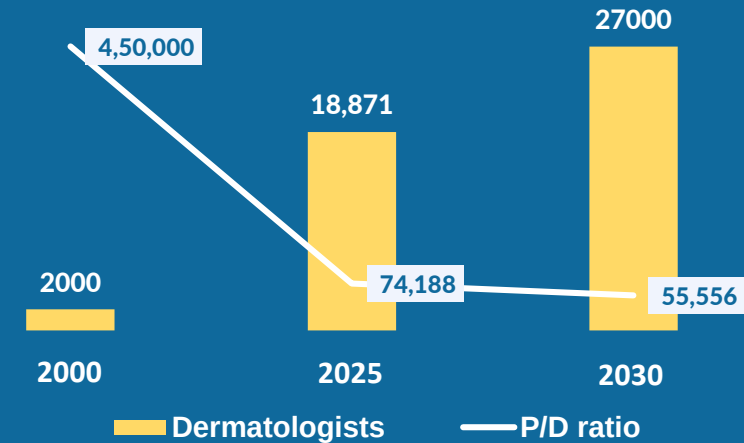
20,000
Dermatologists

5,000
Plastic Surgeons

8,000
Maxillofacials

72,000
Gynecologists

How underpenetrated is the India's market: 1 dermat designated for ~75k people



Solution: Aakaar's High growth, Margin accretive and Asset light



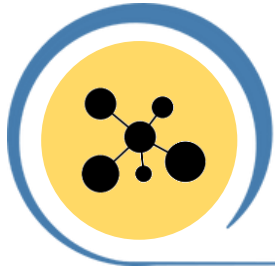
Revenue Engine – Product-led; Recurring growth

- Aesthetic Products occupying 83% giving a recurring business
- Transition to Owned brands build margins and defensibility
- Customers expansion by 68% to 5,236
- 30% jump in SKUs to 154 highlights depth of choice
- Nationwide Impact- expanding in tier 2-3 cities



Outsourcing Capital Intensive activities

- Partnered with leading CRDMOs for manufacturing to focus on formulation and marketing



Robust Distribution Network- Scalable and Penetrative

- 80% of sales flow through PISPL's 21 hubs, ensuring a scale-ready supply chain.
- The remaining 20% via stockists and direct outreach drives deep market penetration and real-time feedback from specialists.

(Details For the Period FY24-25)

Investor Presentation - 2025

30-34

Number of SMEs in Medical Aesthetics and Cosmetic Dermatology Market

11-14

SMEs offering both Dermatology Products & Aesthetic Laser and Energy Devices

5-6

Companies having a portfolio of in-house and imported products

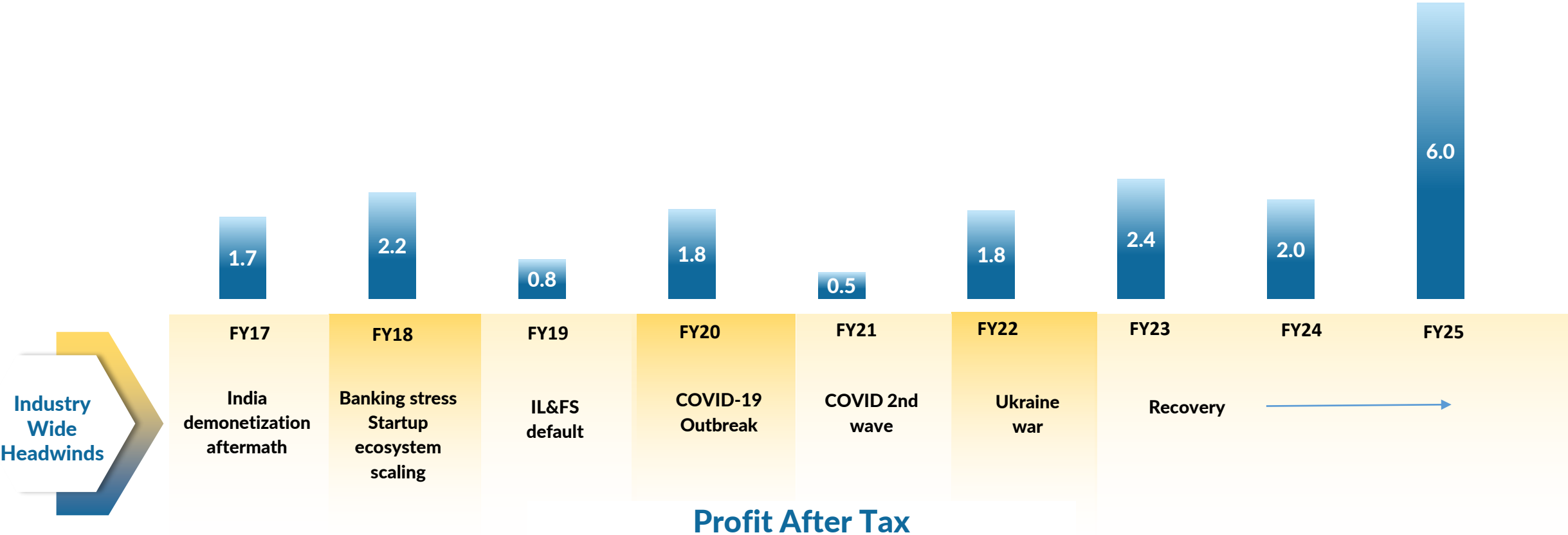
2-3

which includes
Aakaar

Companies showcasing 50%+ CAGR in the last 3 years

Resilience amidst all the odds – PAT positive since last 10 years

All values in INR Cr.



Strong Segment Growth across Entire Spectrum of Aesthetics Solutions

All values in INR Cr.

Revenue growth over last 2 years



Company has achieved significant growth across all business segments, reflecting their growing market footprint and strategic excellence



Homecare solutions, injectables and aesthetics devices have been pivotal in accelerating Aakaar's revenue growth since 2023



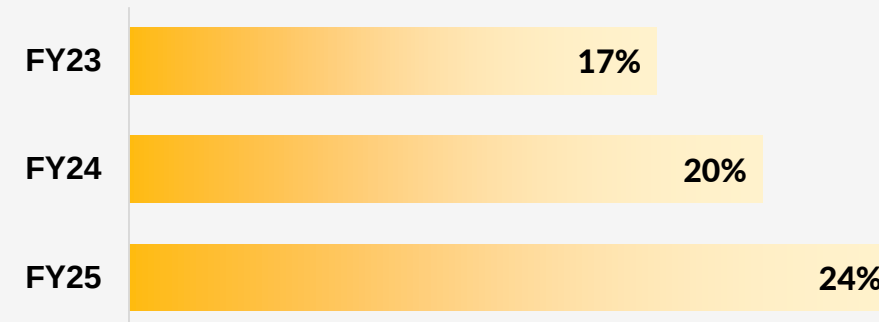
Aakaar's presence across entire spectrum of aesthetics solutions provides a diversified product portfolio, reduces risk and expands market potential

Strong Brand Portfolio – Top 10 Products

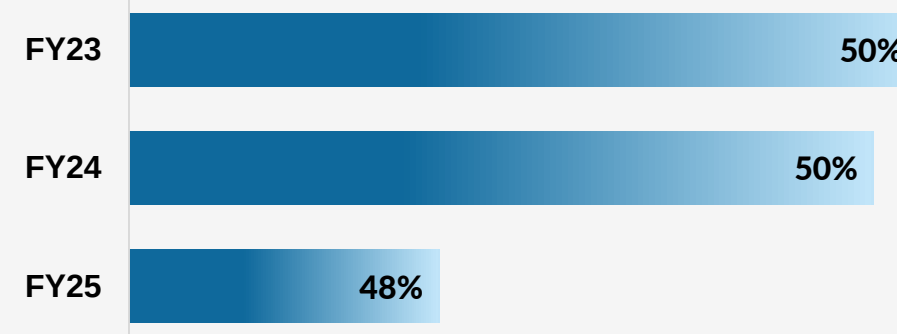
Product	Product Segment	FY25 Revenue (INR Cr)*	FY 23-25 CAGR
Inno Exfo Lightening 15gm	Professional Skin Care	8.8	↑ 19%
Siax	Injectables & Contouring	5.0	↑ 34%
TUBELiTE GFC 360 Kit	Injectables & Contouring	4.7	↑ 336%**
Regeneracones Derma	Device Consumable	3.3	↑ 127%**
ETRELUME-01 INJ	Injectables & Contouring	2.9	↑ 34%**
Meline Night 30 ml	Home Care for Skin	2.2	↑ 61%
Saypha Volume Plus 1ml	Injectables & Contouring	2.1	↑ 27%
Saypha Filler 1ml	Injectables & Contouring	1.9	↑ 28%
Black Peel 10ml	Professional Skin Care	1.8	↑ 66%
Saypha Volume 1ml	Injectables & Contouring	1.7	↑ 23%

Increasing share of top 10 products in total revenue reflects both a growing market presence and untapped market potential

Top 10 own products contribution as % share of revenue from operations



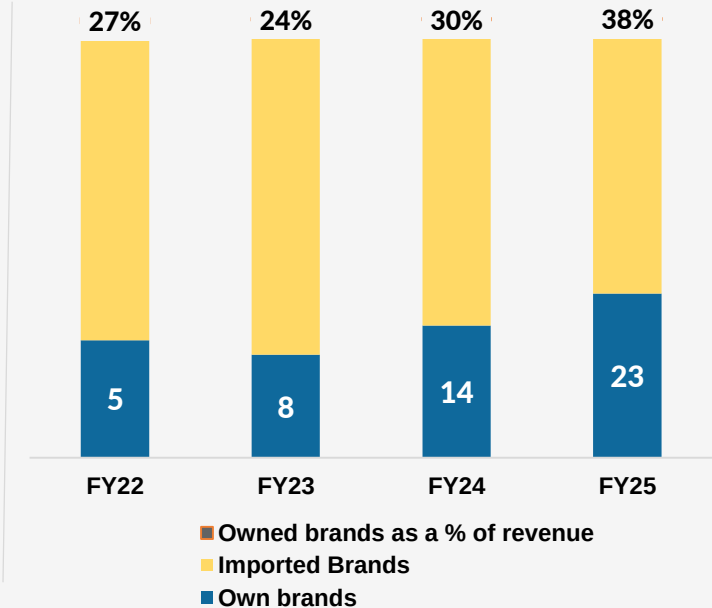
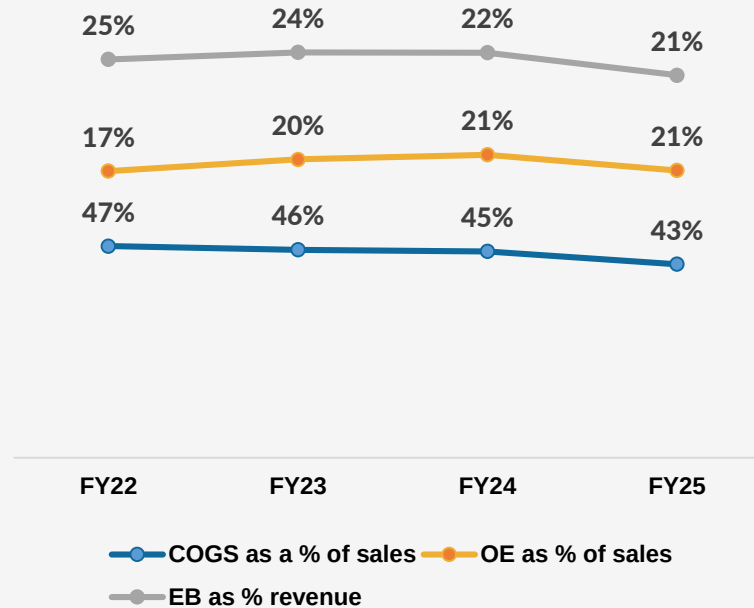
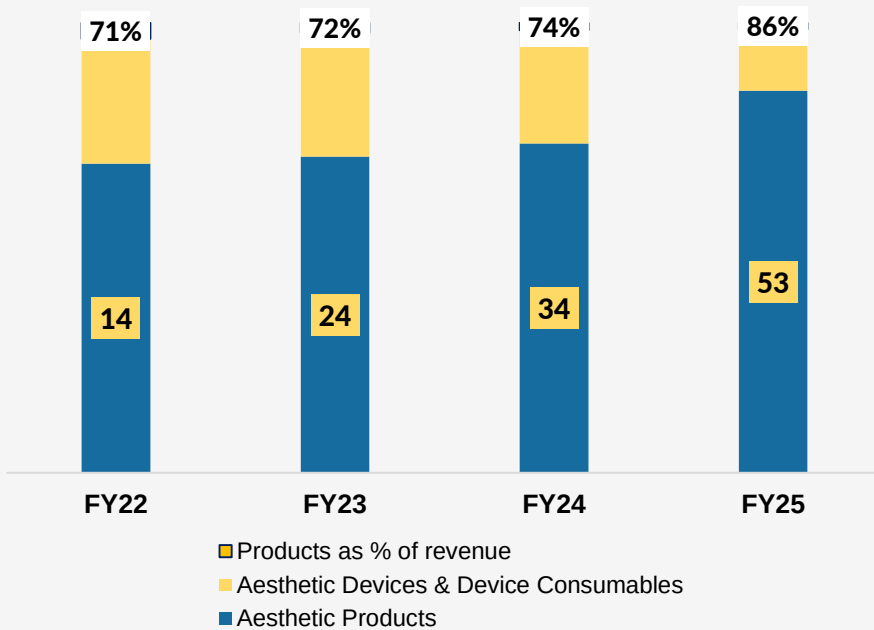
Top 10 imported products contribution as % share of revenue from operations



* Numbers are rounded off to nearest multiple

** Calculated as per FY24 Revenue

Transitioning to Margin Accretive Model



High share of recurring aesthetic products is driving consistent revenues



Shift from imported to owned high-margin brands is boosting profitability and reducing exposure to forex volatility and inventory risks.

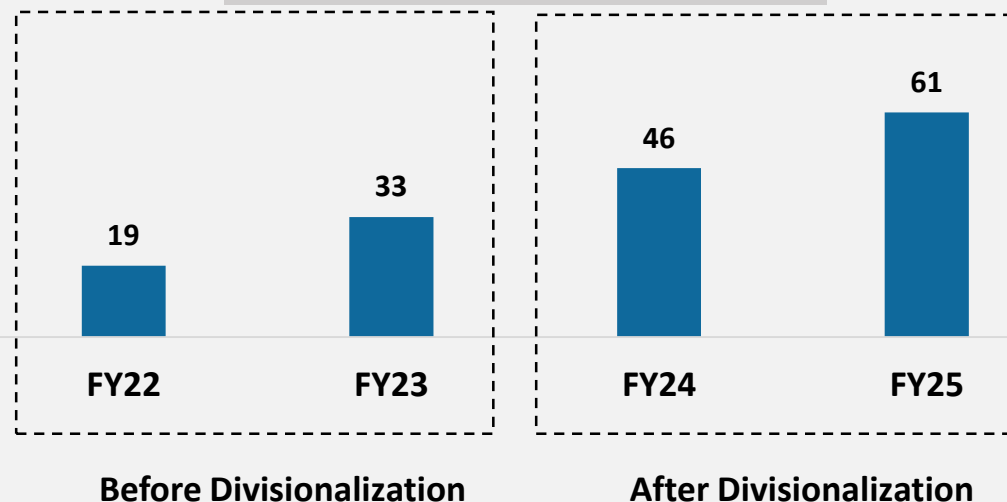


Strategic investments in marketing and distribution are enabling scale, further supporting operating leverage and margin expansion.

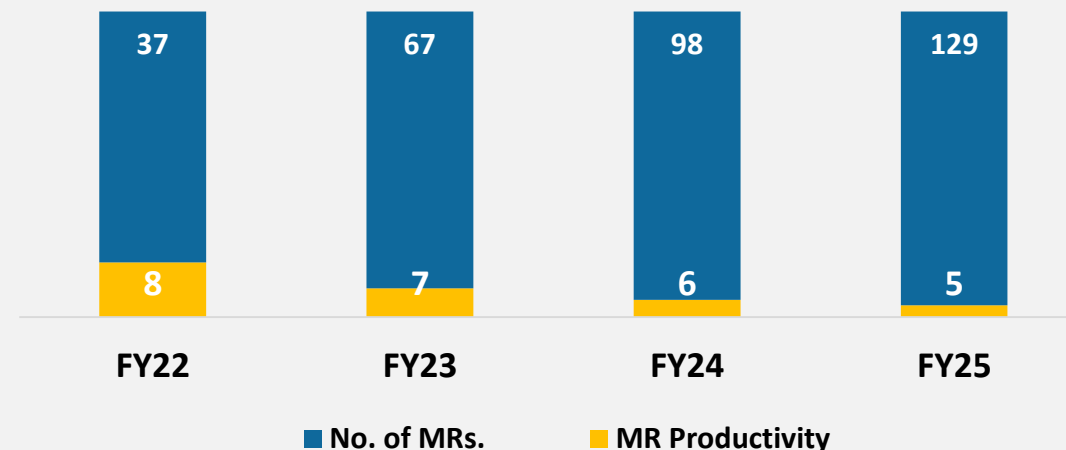
Divisionalization: Driving Depth, Reach & Revenue

All values in INR Cr.

Sales growth after divisionalization >3x



Higher MR growth subdues MR productivity (still above industry average) but sales growth to pick at a faster rate



Innovea

- Division with largest Revenue base
- Sales growth of 57% YoY in FY25 to 24Cr.

Thervea

- Division with highest growth
- Sales growth of 105% YoY in FY25 to INR 14 Cr.

Rejuvea

- Division with high potential for growth
- Sales growth of 27% YoY in FY25 to INR 14 Cr.

Techvea

- Division with highest consumable devices

Exovea

- New division launched in October'25
- Projected to generate INR 6 Cr in the very first year.

About our new division - EXOVEA



Introducing India's first **premium range of synthetic exosomes** powered by **PDRN** and **plant stem cells**, blending **Italian innovation** with **Indian expertise**.



EXOVEA debuts with **8 clinically proven, premium formulations**, setting new benchmarks in **regenerative skincare** and **aesthetic outcomes**.



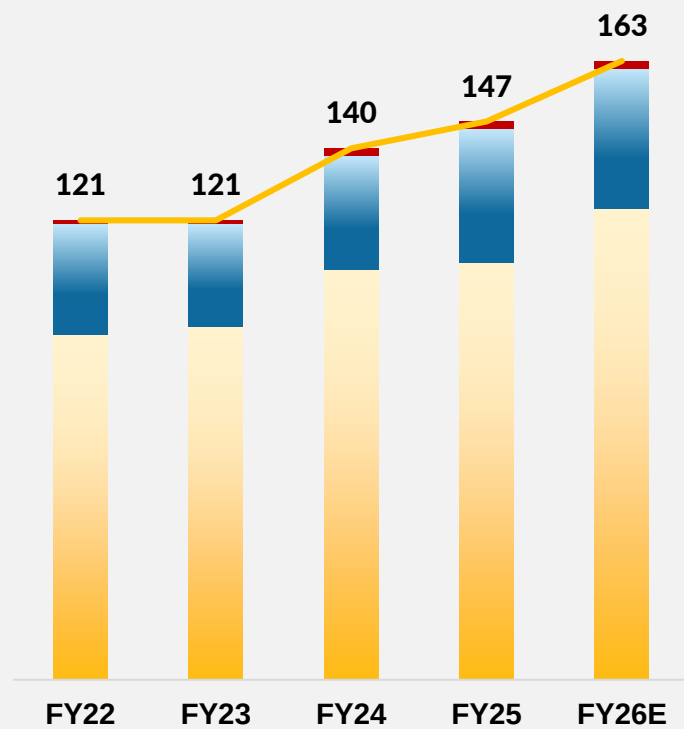
Division is expected to contribute **INR 6 Cr to the topline in its first year**, unlocking a **new high-margin growth vertical** for the company.



Growth Levers

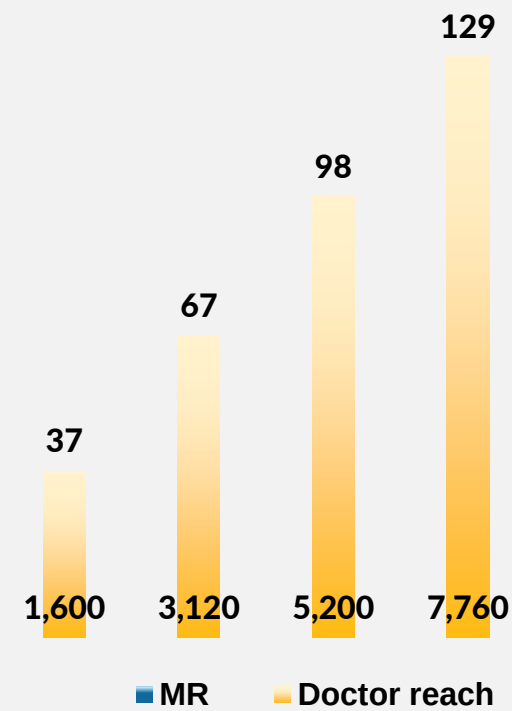
All values in INR Cr.

Launching high growth brands



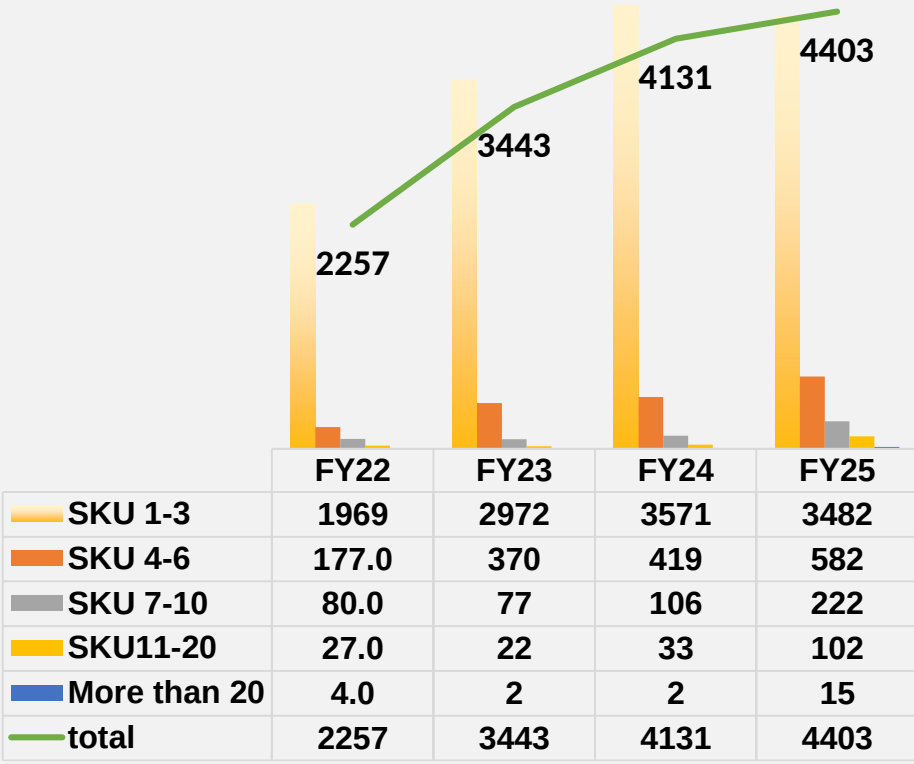
■ Device consumables ■ Devices ■ Products

As sales team strengthens, Doctor outreach has been soaring high



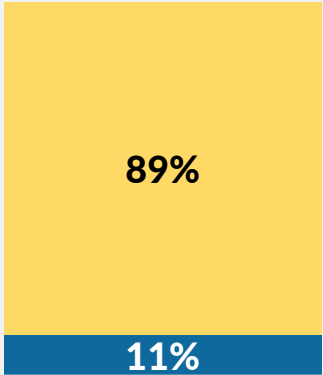
■ MR ■ Doctor reach

Increasing number of doctors per brand (SKU wise split)



5,000 ⁺	100 ⁺	1,000 ⁺	20 ⁺
Dermats & Clinics	MR executives	Pharmacies	Stockists

Reduced reliance on
top 10 customers



FY25

The company's strategy of using doctor-dispensed products has successfully expanded its reach to a larger market, benefiting through:

- Increase in trust through doctors' recommendation
- Enhanced visibility and control over results
- Easy access to crucial feedback & demands of both patients and doctors
- Better Up-sell & Cross-sell revenue
- Limited cost towards advertising & digital marketing

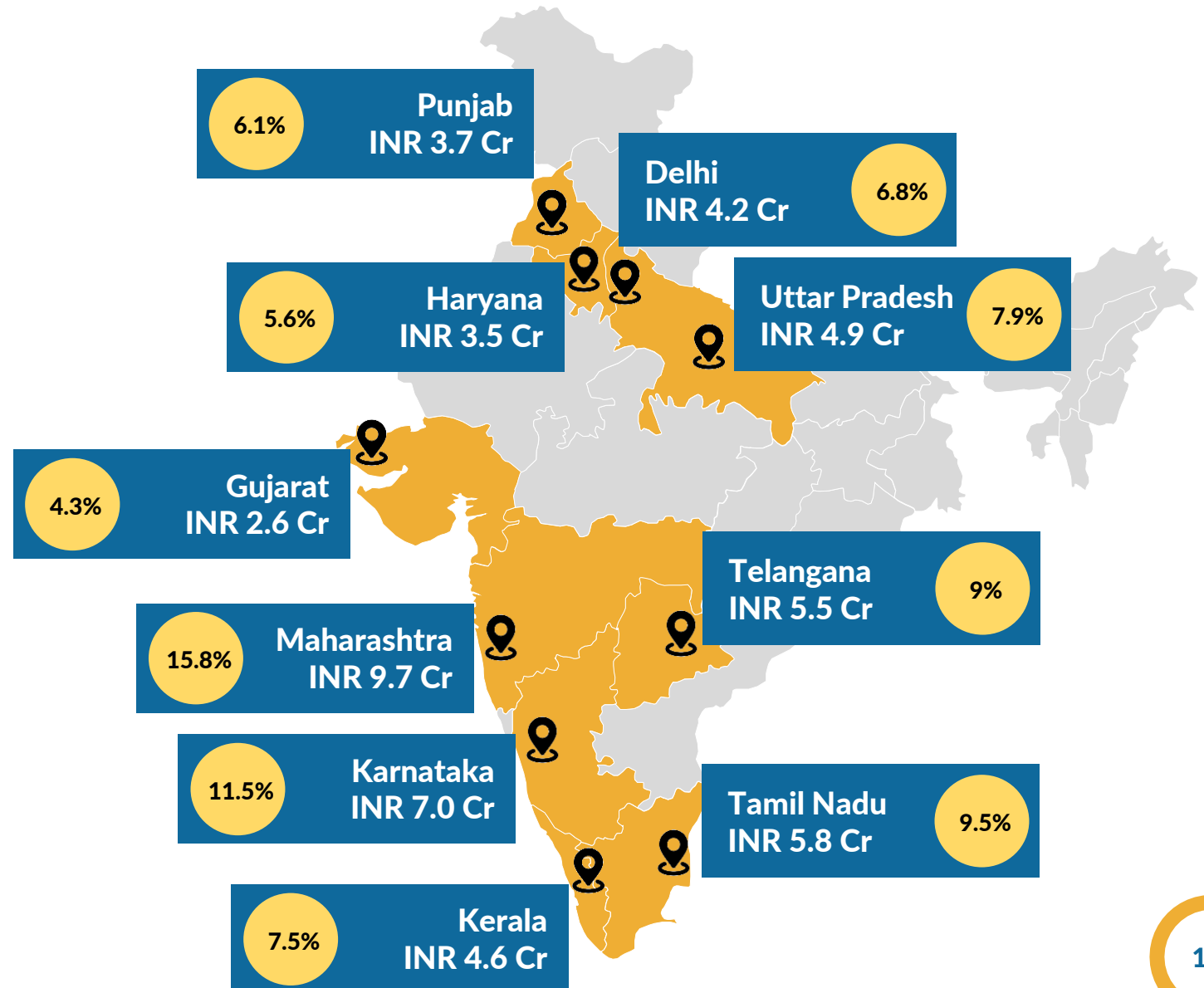
Recommendations from medical professionals effectively boost product sales, as patients trust their doctors' health-related advice

PAN India Distribution Strength Reflected in Aakaar's Geographical Reach

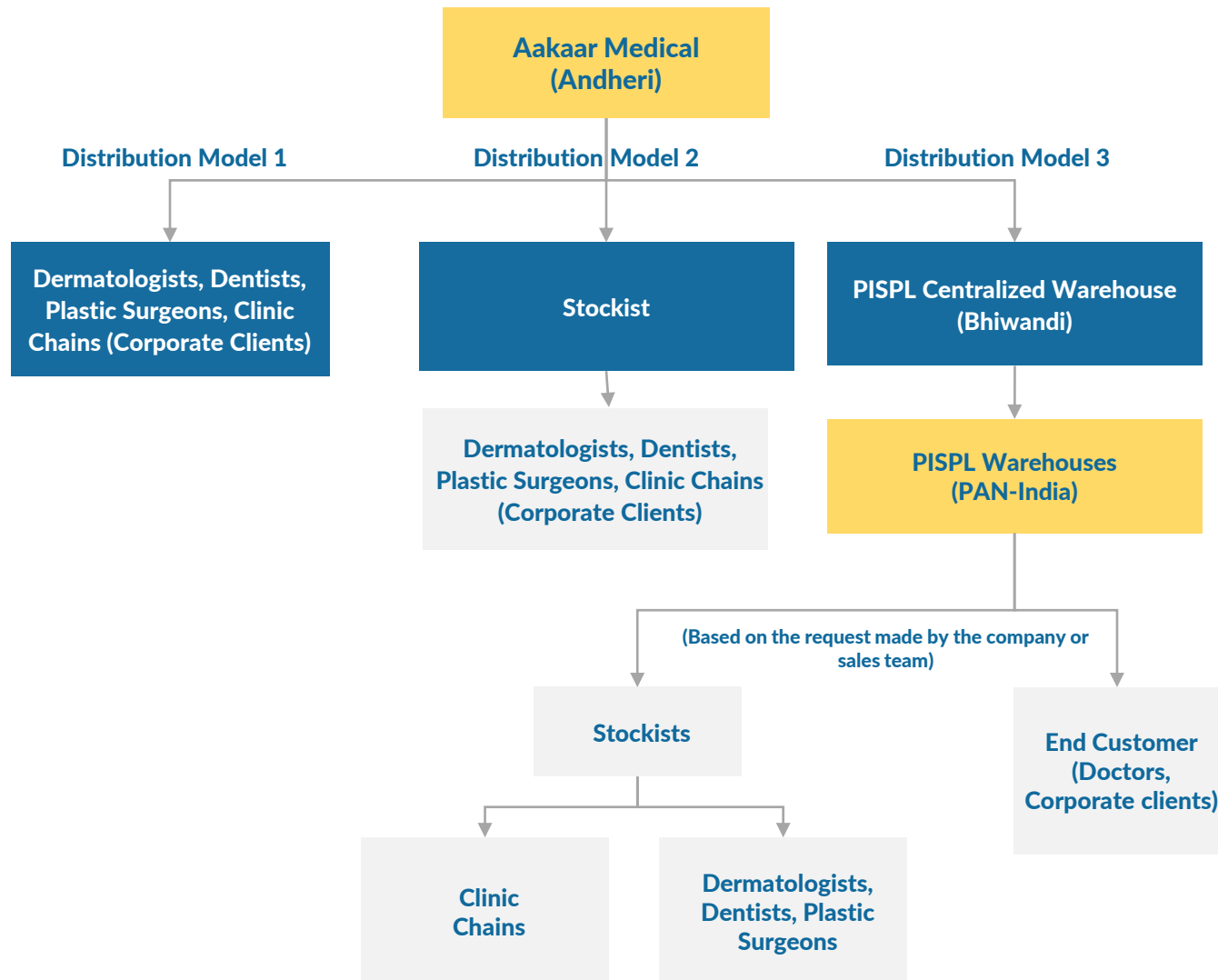
Aakaar's nation-wide presence ensures reliable supply, with ~84% of company's revenue coming from its top 10 states

 Figures represent FY25 revenue & % represent the share of revenue in total revenue

* Numbers are rounded off to nearest multiple



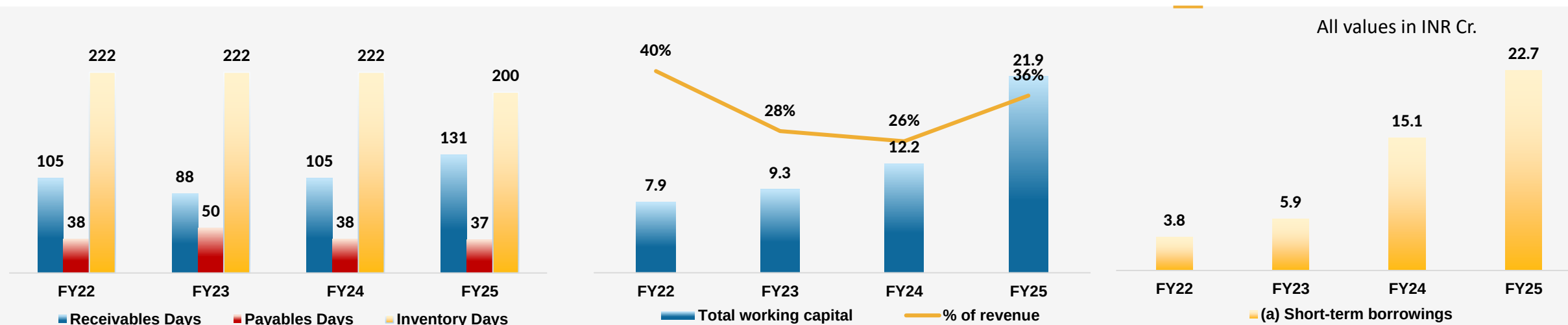
Robust Distribution Network



Strategic Nationwide Distribution Backbone

- ❑ **Pan-India Reach, Zero Capex:** National warehousing network through PISPL delivers scale without capital intensity.
- ❑ **Faster Turnaround, Better Availability:** Multi-city stocking ensures quicker delivery and minimal stock-outs across markets.
- ❑ **Margin Protection:** Professional logistics handling cuts product damage and pilferage.
- ❑ **Tighter Cash Cycles:** Dedicated AR team improves collections and reduces DSO.
- ❑ **Focus on Core Strengths:** Aakaar stays asset-light, channeling efforts into brand, innovation, and sales growth.
- ❑ **Built for Scale:** Plug-and-play model ready to support rapid geographic and product expansion.

Industry Dynamics Driving Working Capital, but Normalizing Ahead



1

Regulatory Transition Preparedness

Inventory levels temporarily elevated due to the company's transition from a Private Limited to a Public Limited entity, necessitating regulatory realignments and compliance readiness.

2

Strategic Import Buffering

To ensure uninterrupted product availability during license renewals and regulatory reviews, the company prudently maintained slightly higher import volumes.

3

Packaging & Procurement Realignment

Post-transition packaging revisions required larger minimum order quantities (MOQs), leading to a one-time buildup of finished goods and materials.

4

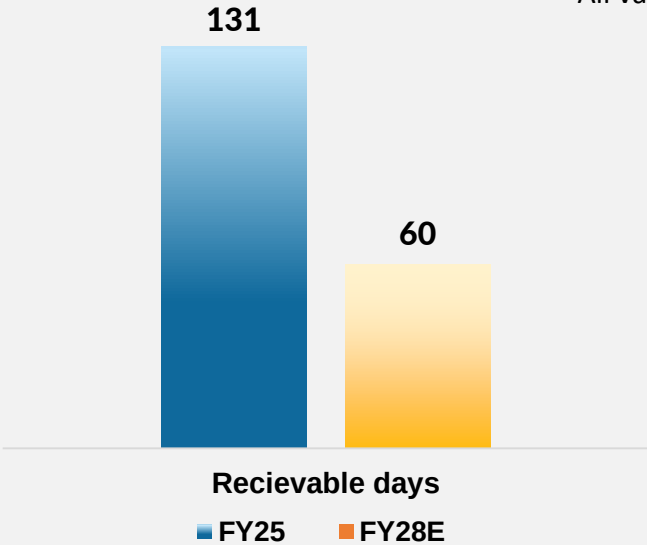
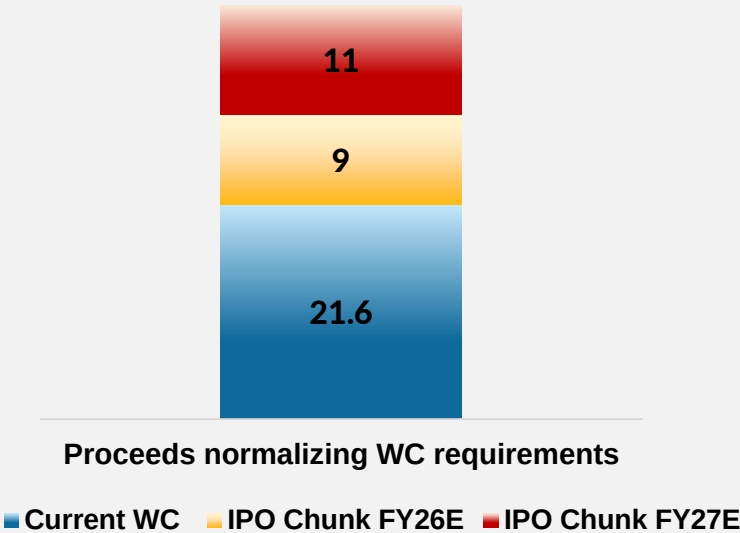
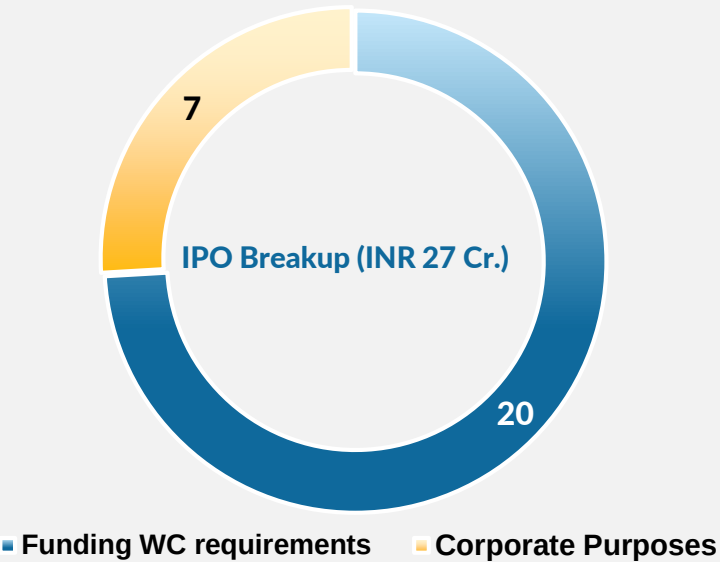
Global uncertainties & forex fluctuations (USD/EUR impact) affecting procurement timelines Extended credit period to customers In order to maintain client relationships

5

Short term borrowings from ICICI Bank at interest rate 7.9% has been utilised to fund the working capital requirements

The balance sheet Reset - Utilizing INR 27 Cr for growth ahead..

All values in INR Cr.



SOLUTION

An estimated INR 20 Cr has been earmarked to meet working capital requirements, with INR 9 Cr planned for FY26 and INR 11 Cr for FY27.

Stricter and tighter controls on AR ,Optimized Inventory planning to be enforced, normalizing the receivable days by almost 60% by FY28 to 60 days.



02

H1FY26 Highlights



Stable operations amid strategic realignment; Poised for strong H2 ahead...



Seasonal & Strategic Transition Impact

Revenue at **₹25.3 Cr (-8.6% YoY)** reflects normal H1 seasonality , historically softer than H2 - and deliberate tightening of credit terms to enhance long-term cash flow stability.



Inventory Elevation

Higher inventory stemmed from post-listing regulatory transitions, revised packaging with larger MOQs, and pre-emptive imports during license renewals.



EBITDA & Profitability Impacted by One-offs

EBITDA stood at **INR 0.07 Cr**, impacted by one-time event (conferences and annual meet) expenses and minor forex movement, leading to a **PAT of INR -0.78 Cr**. With H2 demand picking up and credit cycles stabilizing, a **healthy rebound is expected**.



The focus now shifts to **higher cash-realization billing, expanding the customer base, and building a strong long-term order pipeline**.

Half year performance

All values in INR Cr.

Key Financial Performance	H1FY25	H1FY26	Y-O-Y
Revenue from operations	27.7	25.3	(8.7)%
EBITDA	1.5	0.07	(95.3)%
EBITDA Margin	5.4%	0.3%	(510) Bps
PAT	0.5	(0.8)	(260.0)%
PAT Margin	1.7%	(3.1)%	(470) bps
Adjusted Net Worth	14.3	47.1	-
Return on Net Worth	3.3%	(1.7)%	-

Key Performance Indicators

All values in INR Cr.

Key Financial Performance	FY23	FY24	FY25	H1FY26
Revenue from operations	32.8	46.1	61.6	25.3
EBITDA	4.0	4.9	9.9	0.07
EBITDA Margin	12.3%	10.7%	16.2%	0.3%
PAT	2.5	2.0	6.0	(0.8)
PAT Margin	7.5%	4.4%	9.8%	(3.0)%
Adjusted Net Worth	10.6	12.6	23.3	47.1
Return on Net Worth	23.2%	16.1%	25.9%	(1.7)%

Statement of Profit and Loss

All values in INR Cr.

Particulars	FY23	FY24	FY25	H1FY26
Revenue from operations	32.8	46.1	61.6	25.3
Other income	0.1	0.2	0.2	0.3
Total Income	32.9	46.3	61.8	25.6
COGS	15.0	20.9	26.2	11.4
Gross Profit	17.8	25.2	35.4	13.9
Margin	54.2%	54.6%	57.4%	54.8%
Employee benefits expense	7.5	10.4	12.9	7.3
Other Expenses	6.4	10.0	12.7	6.9
EBITDA	3.9	4.8	9.8	0.07
EBITDA Margin%	12.0%	10.3%	15.9%	0.3%
Finance costs	0.4	1.1	1.7	1.0
Depreciation and amortisation expense	0.1	0.1	0.1	0.1
PBT	3.5	3.7	8.1	(1.0)
Prior period Expenses		1.0		
Net Current Tax Expenses	1.1	0.6	2.1	(0.2)
PAT	2.5	2.0	6.0	(0.8)
PAT Margin %	7.5%	4.4%	9.8%	(3.0)%

Balance Sheet Items

All values in INR Cr.

Particulars	FY23	FY24	FY25	H1FY26
Equity and Liabilities				
Shareholders' funds				
a. Share capital	0.7	0.7	10.4	14.2
b. Reserves and surplus	9.9	11.9	12.8	33.0
Minority Interest				
Non-Current Liabilities				
Long-term Borrowings	4.8			
Long term provision		0.8	1.0	1.1
Current liabilities				
a. Short-term borrowings	1.1	15.1	22.7	17.1
b. Trade Payable	2.5	1.8	3.5	2.4
c. Other current liabilities	4.2	2.9	2.8	2.4
d. Short-term provisions	0.03	0.8	0.9	1.0
TOTAL	23.2	34.1	54.2	71.2

Particulars	FY 23	FY 24	FY25	H1FY26
Non-Current Assets				
Property, Plant & Equipment (PPE)	0.4	0.3	0.2	0.2
Intangible assets	0.01	0.01	0.01	0.02
Deferred tax assets (Net)	0.01	0.4	0.4	0.5
Long term loans and advances	-	0.3	0.4	1.7
Other non-current assets	0.4	0.4	1.3	16.9
Current assets				
Inventories	11.3	14.2	14.6	19.1
Trade receivables	10.5	16.3	28.0	26.5
Cash and bank balance	0.2	0.3	5.6	1.4
Short term loans and advances	-	-	0.1	
Other current assets	0.5	2.0	3.6	4.9
TOTAL	23.2	34.1	54.2	71.2



03

Annexure



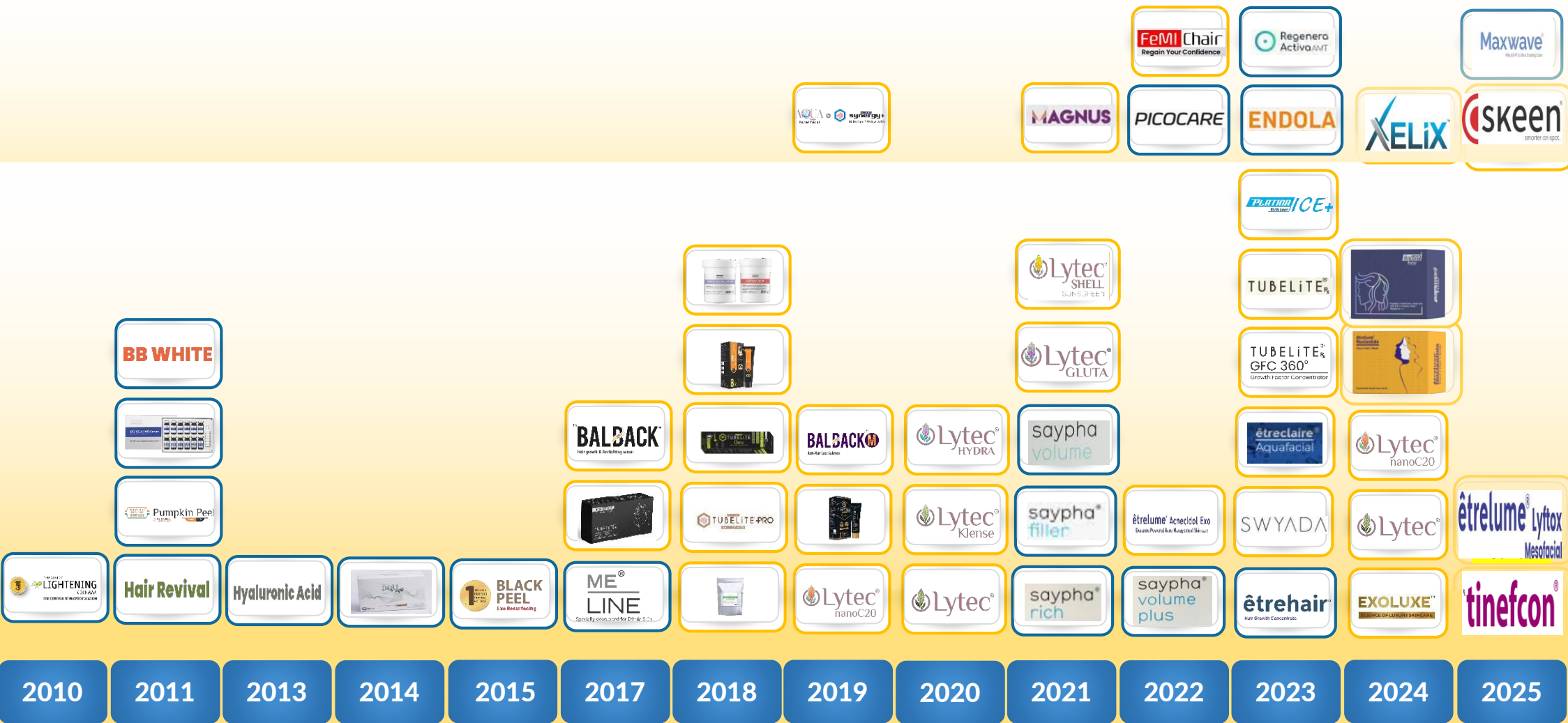
Consistent Product Launch



Devices



Consumables



 In-House Product Imported Products

Focused on strengthening MR skills

The Program is Designed to Train and Certify Practicing Dermatologists & Students on theory & practical knowledge of:

MICA (Masterclasses in Contouring Aesthetics)



Dermal Fillers

Threads

Toxins

Conducted under tutelage of highly experienced & qualified Doctors & Practitioners, these workshops have proven to be highly beneficial in:

- Spreading Awareness about Medical Aesthetics
- Pushing Products Right from the Onset of Doctor's Practices
- Increasing Customer Base through Organic Promotions
- Distribution of Samples Across Diverse Audience

900+
Workshops
Conducted

3000+
Professionals
Trained

30+
Cities Ventured

Creating market through consistent trainings & workshops



- Conducted >950 workshops to train Dermatologist & Cosmetic practitioners
- MICA, hands-on workshop is conducted across Tier-I & II cities to provide training to the practitioners
- Participated in >600 International, National and Local conferences like AMWC, IMCAS, WCD, ADC, DERMACON, CDSI, Aesthetics, Facethetics, AOMSI & many others
- Meeting- 14000+ Doctors across India to offer products and devices

Experienced and Passionate Leadership Team



Founder & MD

Mr. Dilip Meswani

- He is the Managing Director and Promoter of our company and holds a B.Sc. from the University of Bombay and a Post Diploma in Medical Electronics
- Associated with our Company since June 20, 2013. He possesses over 24 years of experience in Medical Aesthetics
- He is also a sole proprietor of Coherent Medical Systems from 1998 and is also a director in Revigen Medicare Private Limited from June 14, 2013



CEO & Executive Director

Dr. Rahul Sawakhande

- He is the CEO and Executive Director and holds a Bachelor of Medicine and Surgery from Maharashtra University of Health Sciences, Nashik, and a Diploma in Business Management from ICFAI, Tripura
- He has been associated with our Company since December 02, 2015, as a Head of Business of our Company
- 15+ years in Dermatology and Medical Regulatory Affairs, he has worked with Piramal Healthcare, Abbott, Pfizer, and Galderma



Chief Financial Officer

Ms. Sweta Shah

- She is the CFO of our company and holds a Bachelor of Commerce from University of Bombay
- She has been associated with our Company as an Accounts and Finance Manager since 2023 and appointed as a CFO on June 8, 2024
- She possesses over 10 years of experience in the field of Accounting and Finance having previously associated with Osaka Rubber Pvt. Ltd., BDO India LLP, Pilot Constructions Pvt. Ltd. and JK Doshi & Co



Company Secretary

Mr. Anoopkumar Pillai

- He is the Company Secretary and Compliance Officer of our Company. He is a Fellow Member of ICSI and holds a B.Com from University of Bombay.
- He has been associated with Company since December 19, 2024, as a Company Secretary
- He possesses over 30 years of experience in the field of compliance, secretarial and legal services having previously associated with Zodiac Clothing Company Ltd, Onida Group, and Skoda Auto Volkswagen India Pvt. Ltd

Supported by Strong Directors and Management Team



Independent Director

Mr. Rajendra Dhandhukia

- He is the Independent Director of our company and holds a B.Sc. from the University of Bombay, a Diploma in Marketing and Sales Management, and is a Certified Practitioner of narrative coach
- He has been associated with our Company since December 18, 2024
- He has a 15+ years in the fields of Pharmaceutical Industry and has previously worked with Abbott India Limited



Independent Director

Mr. Deepanjan Periwal

- He is the Independent Director of our company and is a Chartered Accountant and holds a B.Com from Nagpur University. He has completed the Senior Management Programme at IIM Ahmedabad and is a registered valuer with IBBI
- He has been associated with our Company since December 18, 2024
- With 15+ years in Accounts and Finance, he previously worked with Ernst & Young and is currently with City First Financial Advisors



National Sales Head

Mr. Saurabh Chamoli

- He is the National Sales Head – Team 1 of our Company. He has completed his Higher secondary education from Board of Secondary education Uttar Pradesh
- He has been associated with our Company as Head of Sales since 2017
- He possesses 10+ years of experience in the field of Medical Aesthetic services. He was previously associated with Richfeel Health & Beauty Pvt. Ltd



National Sales Head

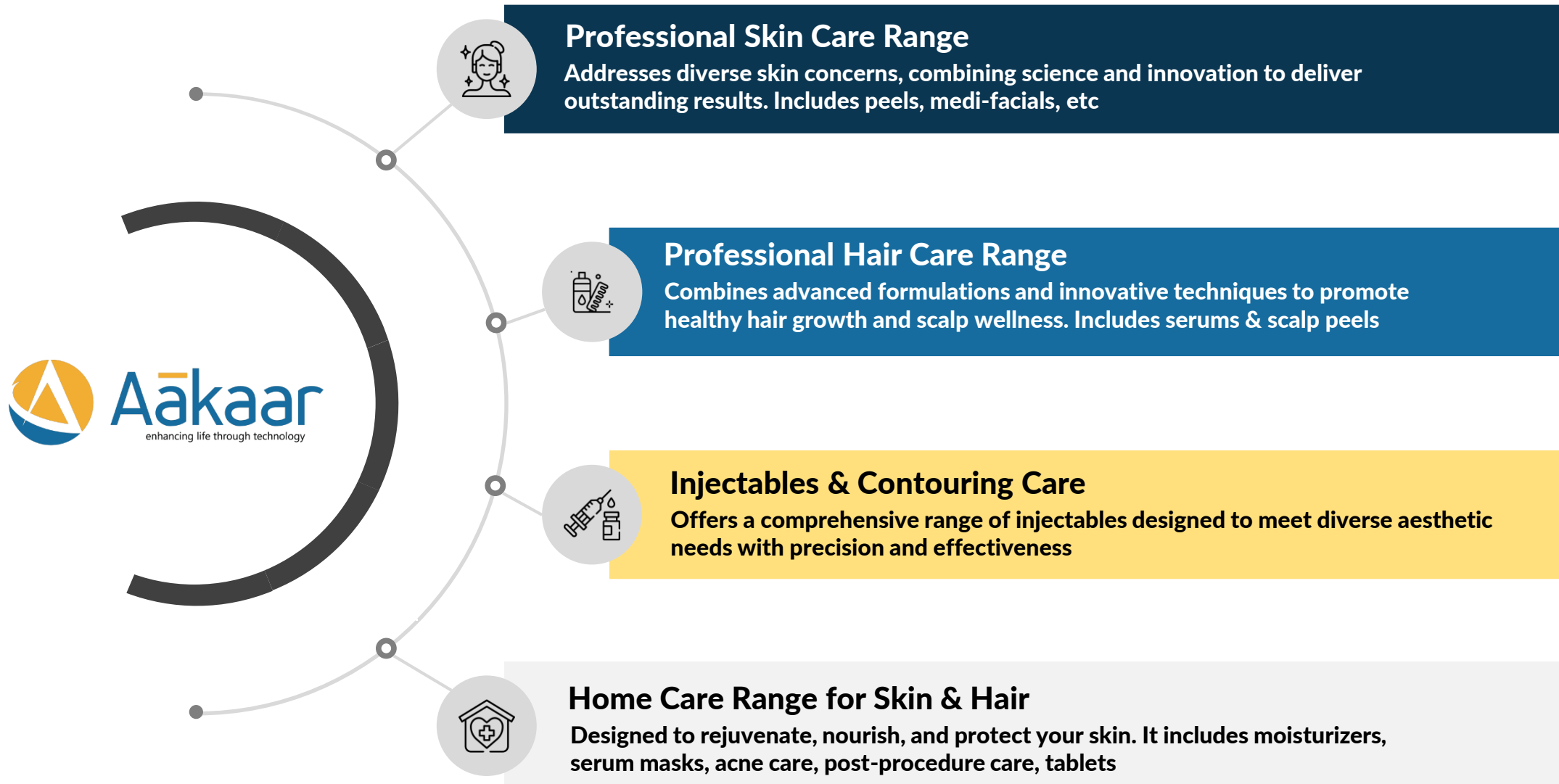
Mr. Deepak Sharma

- He is the National Sales Head – Team 2 of our Company. He holds a Bachelors in Pharmaceutical Sciences and Post Graduate Diploma in Pharmaceutical Management
- He has been associated with our Company since 2023
- He possesses 18+ years of experience in the field of Medical Aesthetic Services. He was previously associated with Meyer Organics, Dr. Reddy's Laboratories, Gladerma India, Indchemie health Specialties and Ajanta Pharma

Aakaar is Uniquely Positioned in a Competitive Market

	Types of Offerings		Types of Products and/or Devices Offered			
	Products	Devices	Facial Aesthetics	Body Contouring & Injectables	Hair Removal	Tattoo Removal
	✓	✓	✓	✓	✓	✓
	✓	✓	✓	✓	✗	✗
	✓	✓	✓	✓	✓	✓
	✓	✓	✓	✓	✓	✓
	✓	✓	✓	✓	✓	✓
	✗	✓	✓	✓	✓	✓
	✗	✓	✓	✓	✓	✓
	✓	✗	✓	✓	✗	✗
	✗	✓	✓	✓	✗	✗
	✗	✓	✓	✓	✓	✓

A. Aakaar's Complete Range of Aesthetics Products



Aakaar Brand: Extensive Range of 47 Aesthetics Product SKUs

Company's 11 years of experience ensures their home-grown aesthetic products deliver premium quality and superior results

Presence across segments through its vast range of products with its brands present across multiple segments

By leveraging loan licensing and third-party collaborations, company provides flexible and scalable aesthetic solutions maintaining quality standards

Continuous improvement and decades of expertise ensure best-in-class performance, maintaining expertise in the aesthetics industry and exceeding customer expectations

* Numbers are rounded off to nearest multiple

FY 2024

INR 8.9 Cr

Revenue from own brand products

FY 2025

INR 19.8 Cr

Revenue from own brand products



Professional Skin Care Range

SWYADA[®]

EXOLUXE[™]

êtreclaire[®]
Aquafacial

Lytec[®]

drs1512
skin

êtréluxe



Home Care Range for Skin and Hair

SWYADA[®]

TUBELITE[®]_{Rx}

êtrélume[®]

Lytec[®]

BALBACK[™]

êtrehair[™]
Hair Growth Concentrate



Professional Hair Care Range

drs1512[™]
hair

TUBELITE[®]
GFC 360[°]
Growth Factor Concentrator



Injectables & Contouring Care

TUBELITE[®]_{Rx}

êtrélume[®]

Imported/Third Party Brands: Rights to Distribute 63 Aesthetics Product SKUs



FY 2024

INR 25.3 Cr

Revenue from own brand products

63

Aesthetics Product SKUs



Professional Skin Care Range

ME[®]
LINE
Specifically developed for Ethnic Skin

theraderm[®]

TESS

INNOAESTHETICS



Injectables & Contouring Care

ALFAMEDICAL

Medytox

croma
For creators of beauty

INNOAESTHETICS

FY 2025

INR 33.2 Cr

Revenue from own brand products

70

Aesthetics Product SKUs



Professional Hair Care Range

INNOAESTHETICS

INNOAESTHETICS

theraderm[®]

TESS



Home Care Range for Skin and Hair

INNOAESTHETICS

INNOAESTHETICS

theraderm[®]

ME[®]
LINE
Specifically developed for Ethnic Skin

tinefcon[®]
Total Psoriasis Relief

Providing Indian consumers with exclusive access to renowned global skincare and aesthetics brands

Introducing innovative and high-quality international products to enhance the Indian skincare and aesthetics market

Forming strategic alliances with global leading companies in aesthetics products for superior offerings tailored to meet the needs of the Indian market

Imported product range features brands from Korea, Spain, Italy and Austria, offering a comprehensive selection of aesthetic solutions

* Numbers are rounded off to nearest multiple

Strengthening Products Portfolio through In-licensing Tie-ups with Reputable International Brands

Aakaar's in-licensing agreements and collaborations with renowned international aesthetic brands allow them to distribute select high-demand products across India, currently contributing to 70% of their topline, strategically positioning them to effectively capitalize on the growing market demand

 **INNOAESTHETICS**

- A Spanish lab founded in 1898 with 100+ years of expertise in aesthetic medicine and dermatology
- Present in 80+ countries, offering premium products and treatment plans for skin health and specific conditions
- Aakaar is associated with the brand since 2010 and holds an exclusive agreement to distribute its products in India

 **theraderm**

- Theraderm, a leading Medical Skin Care brand founded in 1998 in the U.S. and Korea, features advanced formulas developed with world-class laboratories
- Its research on stem cell proteins, silk proteins, and plants, originating in Korea, is globally renowned
- Aakaar is associated with Theraderm since 2011, holds an exclusive agreement to distribute its products in India

 **ALFAMEDICAL**

- Since 2005, Korean company Alfa Medical has aimed to lead medical aesthetics with advanced technology and professionalism
- Specializes in medical aesthetic products; known for Aqualift device that improves patient care and clinical results
- Aakaar is associated with Alfa Medical since 2014 and holds an exclusive agreement to distribute its products in India

 **Regenera Activa**

- Founded in 2014, Regenera Activa is a Spanish biotech company focused on dermatology and sports medicine
- The company provides class II medical devices for various therapeutic areas, and has distributors in over 60 countries
- Aakaar is associated with Regenera Activa since 2023 and holds an exclusive agreement to distribute its products in India

 **Medytox**

- Founded on May 2, 2000, and headquartered in Cheongju-si, South Korea, Medy-Tox, Inc. specializes in manufacturing and selling biopharmaceutical products
- Its product range includes botulinum toxin, hyaluronic acid filler, medical devices, toxin detection kits and antitoxin therapeutics
- Aakaar has been associated with the brand since 2017

croma
For creators of beauty.

- Founded in 1976 in Vienna, Croma-Pharma is a global leader in minimally invasive aesthetics and a top European maker of premium hyaluronic acid syringes
- Offers a wide aesthetics portfolio: botulinum toxin, fillers, PDO threads, biostimulators, and its own skincare brand
- Aakaar has been associated with the brand since 2018

 **INVEX**
HEALTH

- Invex Health, founded in 2018 and headquartered in Mumbai, specializes in distribution of pharmaceuticals, nutraceuticals, dermo-cosmetics, and medical devices
- Offers a portfolio of 600+ products across oncology, dermatology, cardiology, immunology, and hematology
- Aakaar has been associated with Invex Health since 2025

Range of Devices and Device Consumables for Innovative Aesthetics Solutions

Aakaar's aesthetic devices utilize cutting-edge technology tailored to diverse skincare and haircare needs, with each device engineered for precision, safety and efficacy, ensuring superior results and minimal downtime

Aakaar has sold 38,500+ units of device consumables across India in the last three years, sourcing these devices from third-party suppliers, predominantly imported and distributing them to doctors under Aakaar's brand name or their own brand names

Their aesthetics device portfolio includes Q-Switch for addressing pigmentation issues, tattoo removal and skin rejuvenation, the Synergy+ 4-in-1 HydraFacial Platform for comprehensive skincare treatments and Regenera Activa Micrograft Technology (AMT) for hair restoration

Brands Offered

Aakaar offer quality devices and device consumables in aesthetics and cosmetic dermatology, leveraging the latest advancements to provide innovative solutions for practitioners in India. Some of Aakaar marketed brands are:



FY 2024

INR 11.8 Cr

Revenue from own brand products

32

Aesthetics Product SKUs

FY 2025

INR 8.5 Cr

Revenue from own brand products

37

Aesthetics Product SKUs

From Concept to Commercial Release: Aakaar's Product Development Journey



For “Own Brands” a typical timeline to launch a product from the ideation stage would range anywhere between 9-12 months. At any point in time multiple products could be in the pipeline for launch at various stages of the launch process

Ideation to Launch for Imported Products



A typical timeline to launch an imported product from the ideation stage to the launch would be anywhere between 18-24 months. At a time multiple products could be in the pipeline for launch a various stages of the launch process

Key Clients

Aakaar's clients encompass a wide range of professionals and corporates, from individual doctors to renowned dermatology clinics, ensuring personalized and high-quality care

Some of Aakaar's esteemed clients include:

01

One of the largest chains of slimming, beauty, and fitness centers across Asia

02

A global pioneer in hair restoration since 1970, the group is the world's largest chain of hair restoration clinics, with 75 clinics in 45 countries

03

A leading Indian clinic offering comprehensive skin and hair care services tailored to meet the unique needs of Indian skin

04

A reputable clinic in Chandigarh known for providing gender-neutral dermatology treatments with proven results

05

Clinic with 27+ years of expertise providing skin and hair treatments, including India's first Permanent Hair Removal, Hair Replacement services across India

06

One of the reputed clinics offering a variety of surgical and non-surgical treatments related to skin, hair, brain and spine

07

One of the oldest and leading dermatology and skincare clinics in Bangalore

08

Bangalore's leading Salon, Spa, Skin & Hair Clinic Specialists



Thank You



Aākaar[®]
enhancing life through technology

**For further information,
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