

May 15, 2026

To,  
National Stock Exchange of India Limited  
Exchange Plaza, C-1,  
Block- G, Bandra – Kurla Complex,  
Bandra (East), Mumbai – 400051  
**Symbol: AAKAAR**

Dear Sir/ Madam,

Ref.: **Outcome of the Board Meeting held on May 15, 2026 – Press Release and Investor Presentation**

In continuation to our letter dated May 15, 2026, declaring the Audited Financial Results of Aakaar Medical Technologies Limited (“the Company”) for the year ended March 31, 2026, please find enclosed herewith the following:

1. Press release in respect of the Audited Financial Results for the year ended 31.03.2026; and
2. Investor Presentation on the Company and its Financial Results.

The Press Release and Investor Presentation is also available on the website of the Company at [www.akaarmedical.in](http://www.akaarmedical.in)

The Meeting of the Board of Directors of the Company commenced at 3.35 P.M. IST and concluded at 4.00 P.M. IST.

You are requested to disseminate the above information on your website.

Yours truly,  
For **Aakaar Medical Technologies Ltd.**

**Anoopkumar V. Pillai**  
**Company Secretary & Compliance Officer**

Encl: As above.



## Aakaar Medical Technologies Ltd. announces H2 & FY2025-26 Results

***Strongest H2 - Delivered as promised;  
Impact of tightened and disciplined financial approach***

**Mumbai, May 15th, 2026: Aakaar Medical Technologies Ltd. (NSE: AAKAAR)** today announced the unaudited financial results for the half year ended March 31, 2026.

INR Cr.	H2FY26	H1FY26	H-O-H	H2FY25	Y-o-Y
Revenue	42	25	64.4%	34	23.1%
Operating EBITDA	11	0.02	546.5%	8	31.5%
EBITDA Margin	26.3%	0.7%	+2625 bps	24.6%	168 bps
PAT	7	-1	Turnaround to profit	6	32.1%
PAT Margin%	17.7%	-3.1%	+2080 bps	17.0%	114 bps

### **Highlights for H2 & FY26**

#### ***REVENUE PERFORMANCE (INR 42 CR.: +64% HOH, +23% YOY)***

A deliberate dip, then a decisive rebound

Revenue softened in H1 as the company intentionally tightened credit terms to strengthen long-term cash flow and working capital discipline. H2 told a different story - sales momentum returned, customers came back, and demand was fully restored, all while keeping credit controls firmly in place.

#### ***INVENTORY MANAGEMENT (QUARTERLY DEBTOR DAYS (JUN'25 – MAR'26) REDUCED FROM 209 TO 167))***

From stockpiling to precision procurement

H1 inventory ran high amid war-related uncertainty and the company's conversion from private limited to limited. H2 brought a smarter approach - procurement was tied directly to demand visibility and confirmed orders, slashing excess stock. Remaining year-end inventory was cleared in April.

#### ***STRONG OPERATIONS & PROFITABILITY (FROM LOSSES IN H1 TO INR 7 CR IN H2: +32% YOY)***

One-time headwinds, twice the recovery

H1 EBITDA was held back by front-loaded business development costs - a one-off investment, not a structural weakness. By H2, momentum had fully returned: EBITDA surged and PAT swung sharply from a loss to a strong positive, validating improved execution and operating leverage.

#### ***STRATEGIC OUTLOOK (EBITDA MARGIN: +2625 BPS; PAT MARGIN: +2080 BPS FOR HOH)***

Fewer products, higher margins, stronger profits

The focus has shifted to cash-first billing, a broader customer base, and a long-term order pipeline. Low-margin products are being phased out in favour of high-margin SKUs with strong gross contributions - a deliberate move toward leaner operations, higher operating profit, and sustained PAT improvement.

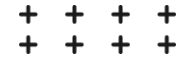


## **ABOUT AAKAAR MEDICAL TECHNOLOGIES LIMITED**

**[formerly Aakaar Medical Technologies Pvt.Ltd.]**

Company contact	Investor Relations Team
Mr. Anoopkumar Pillai, Company Secretary & Compliance Officer A-801, Heritage Plaza, Teli Gali Cross Road Andheri (East), Mumbai – 400 069 INDIA Mob: + 91 9820317468 E-mail: info@aakaarmedical.in www.aakaarmedical.in GST No: 27AALCA7587Q1ZK	Soumya Chhajer Email- soumya@goindiaadvisors.com Mobile: +91-8619707750

*Disclaimer: The above may contain certain “forward-looking statements” that are based on current expectations, assumptions, estimates and projections about the business, financial performance, industry trends and markets in which we operate. Such statements include, but are not limited to, those related to future revenue, profitability, growth, capital expenditures, business plans and strategies, market trends, customer demand, regulatory changes, competitive conditions, and other statements that are not historical facts. These statements are inherently subject to risks, uncertainties and assumptions—many of which are beyond our control—that could cause actual results, performance or achievements to differ materially from those expressed or implied by the forward-looking statements. No assurance is given that such forward-looking statements will materialize. The Company, its directors, employees, Go India Advisors or agents do not accept liability for any loss or damage arising from reliance on any information, opinions or estimates contained herein.*



INDIA'S 1ST MEDICAL AESTHETIC COMPANY · NSE LISTED

# Aakaar

*Medical Technologies Limited*

*Investing in & Building the Future of Medical Aesthetics*

INVESTOR PRESENTATION

15th May 2026



This presentation contains certain “forward looking statements” that are based on current expectations, assumptions, estimates and projections about the business, financial performance, industry trends and markets in which we operate. Such statements include, but are not limited to, those related to future revenue, profitability, growth, capital expenditures, business plans and strategies, market trends, customer demand, regulatory changes, competitive conditions, and other statements that are not historical facts. These statements are inherently subject to risks, uncertainties and assumptions—many of which are beyond our control—that could cause actual results, performance or achievements to differ materially from those expressed or implied by the forward looking statements. No assurance is given that such forward-looking statements will materialize. The Company, its directors, employees, Go India Advisors or agents do not accept liability for any loss or damage arising from reliance on any information, opinions or estimates contained herein.

# Company at a Glance

(Details For the Period FY25-26)

**INR 67 Cr.**

Revenue up 8.6%  
YoY

**14.8%**

**&**

**17.1%**

ROCE & ROE

**INR 16 Cr**

Cash and Cash  
Equivalents

**6300 +**

Customers

**INR 11 Cr.**

EBITDA up 12% YoY  
With an uptick of 42 bps  
in margin to 16.39%

**INR 6.63 Cr**

PAT up 10% YoY  
With an uptick of  
16 bps in margin to  
9.86%

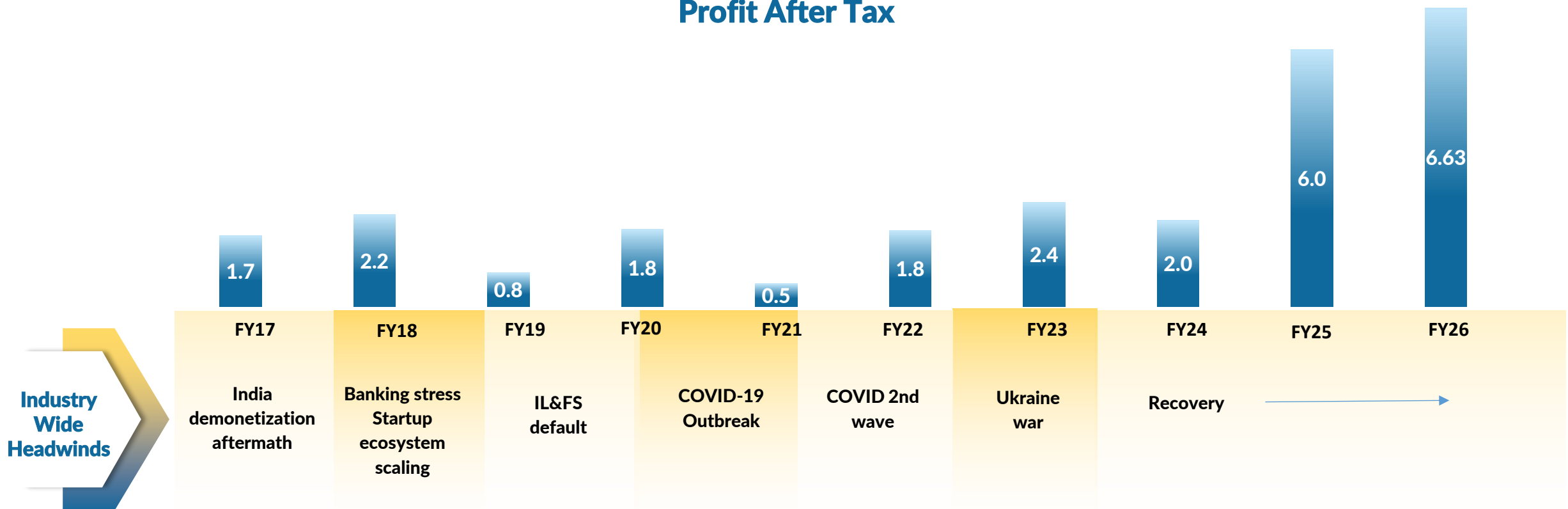
**146**

SKUs

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

All values in INR Cr.

## Profit After Tax



**Industry Wide Headwinds**

### Recovery in H2 is in line with traditional H1 vs H2

(INR Cr)	H1'FY26	H2'FY26	H-o-H
Sales	25.3	41.6	64%
EBITDA	.02	11.0	54638%
PAT	-0.8	7.4	1047%
Sales ratio	38%	62%	

## Key Business Segments (Professional In-clinic & At Home Use)

### 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

## B2B2C Business Model

# Recurring, High growth, Margin accretive and Asset light

## Revenue Engine – Product-led; Recurring Annuity based business

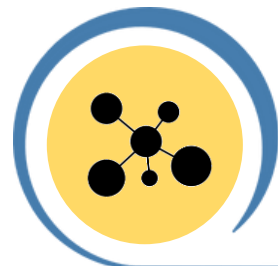


- Aesthetic Products occupying 89% + 4% of Device Consumables are giving recurring business
- Transition to Owned brands (37%) build margins and defensibility
- Customers expansion by 20% to 5236 to 6300+ in FY26 YoY
- SKUs remain at 146 Launch of new and Discontinuation of few
- Nationwide Impact- expanding in tier 2-3 cities (Nashik, Raipur, Agra, Varanasi, Dehradun etc.)



## Outsourcing Capital Intensive activities

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



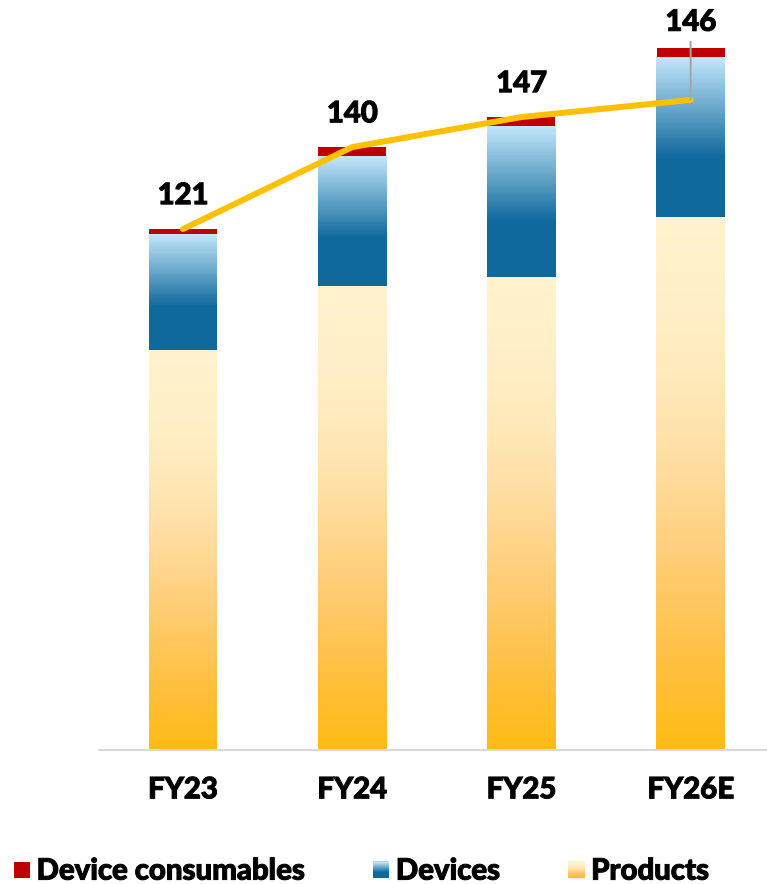
## Robust Distribution Network- Scalable and Penetrative

- Direct to Dr Sales – 65% (PISPL + Aakaar)
- To Dr from Stockist -35%
- Moving to 90%+ Sales through Stockist in FY 26-27 in line with the future strategy of robust logistic supply chain allowing <24 hour delivery plus trade receivables betterment as multi distributor control on overdues locally

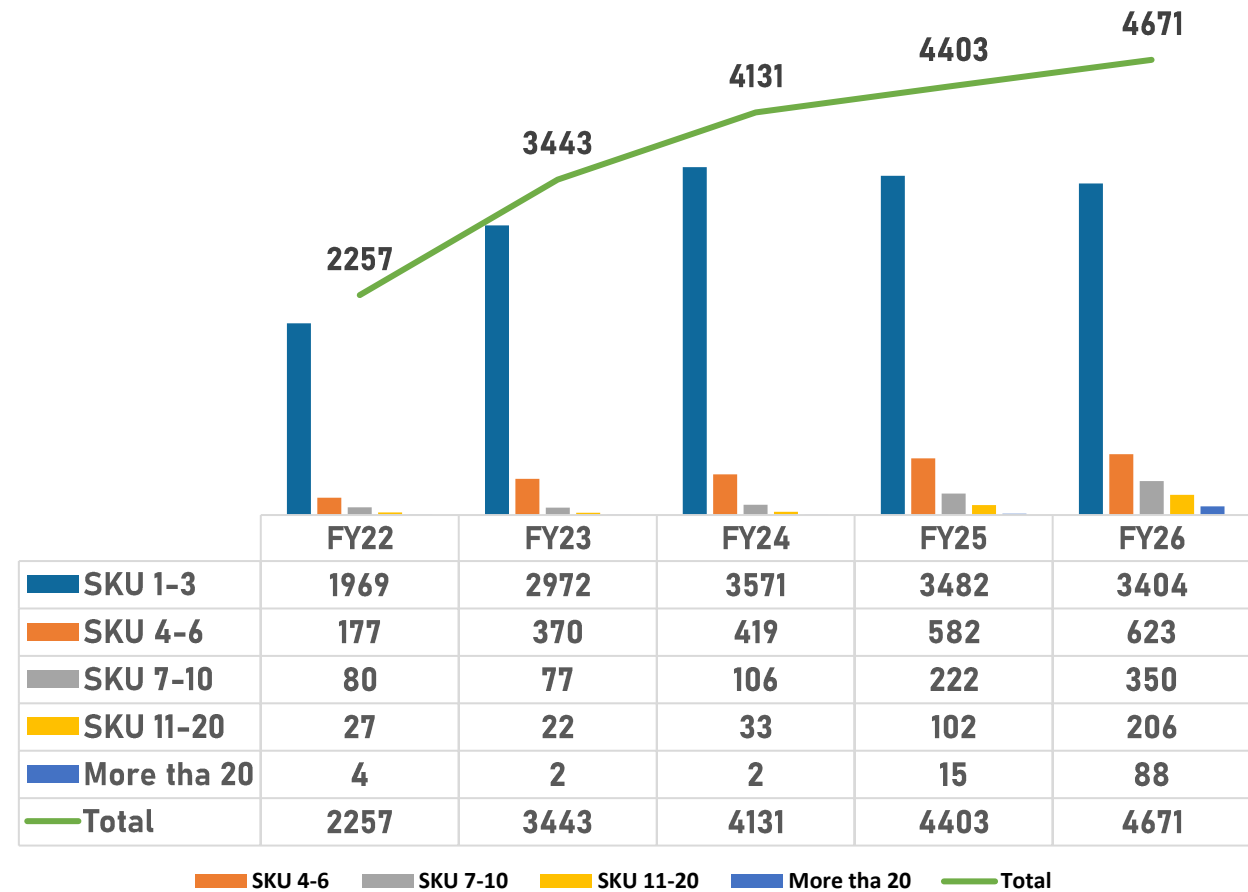


All values in INR Cr.

## Launching high growth brands



## Increasing number of doctors per brand (SKU wise split)



# Strong Segment Growth across Entire Spectrum of Aesthetics Solutions

All values in INR Cr.

## Revenue growth over last 3 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



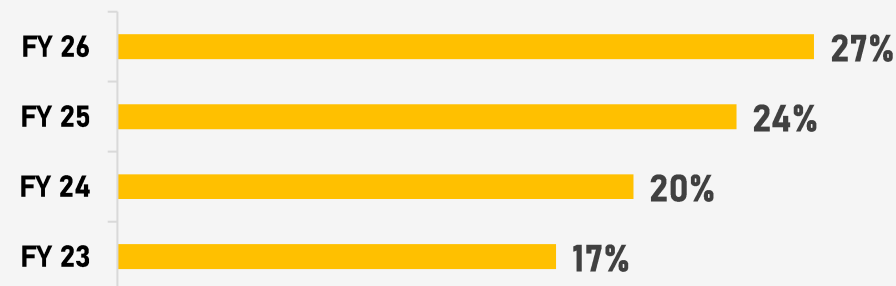
Aakaar's presence across entire spectrum of aesthetics solutions provides a diversified product portfolio, reduces risk and expands market potential

# Strong Brand Portfolio – Top 10 Products

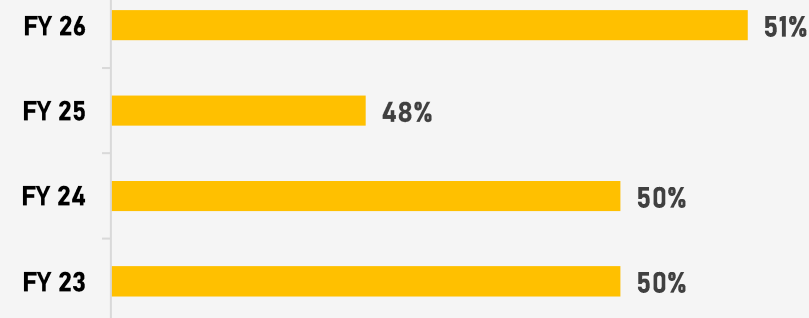
Product	Product Segment	FY26 Revenue (INR Cr)*
Inno Exfo Lightening	Professional Skin Care	13.04
Siax	Injectables & Contouring	3.51
TUBELITE GFC 360 Kit	Injectables & Contouring	8.53
Regeneracones Derma	Device Consumable	3.47
ETRELUME-01	Injectables & Contouring	2.61
Meline Night	Home Care for Skin	2.41
Saypha Volume Plus	Injectables & Contouring	2.98
Saypha Filler	Injectables & Contouring	2.55
DRS1512	Professional Hair Care	1.53
Saypha Volume	Injectables & Contouring	1.63

**Increasing share of 28% in 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

**6,300<sup>+</sup>**

**Dermats & Clinics**

**100<sup>+</sup>**

**MR executives**

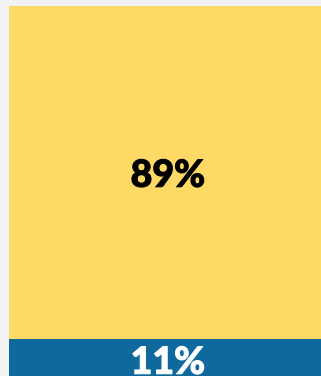
**1,000<sup>+</sup>**

**Pharmacies**

**52<sup>+</sup>**

**Stockists**

**Reduced reliance on top 10 customers**



**FY25**

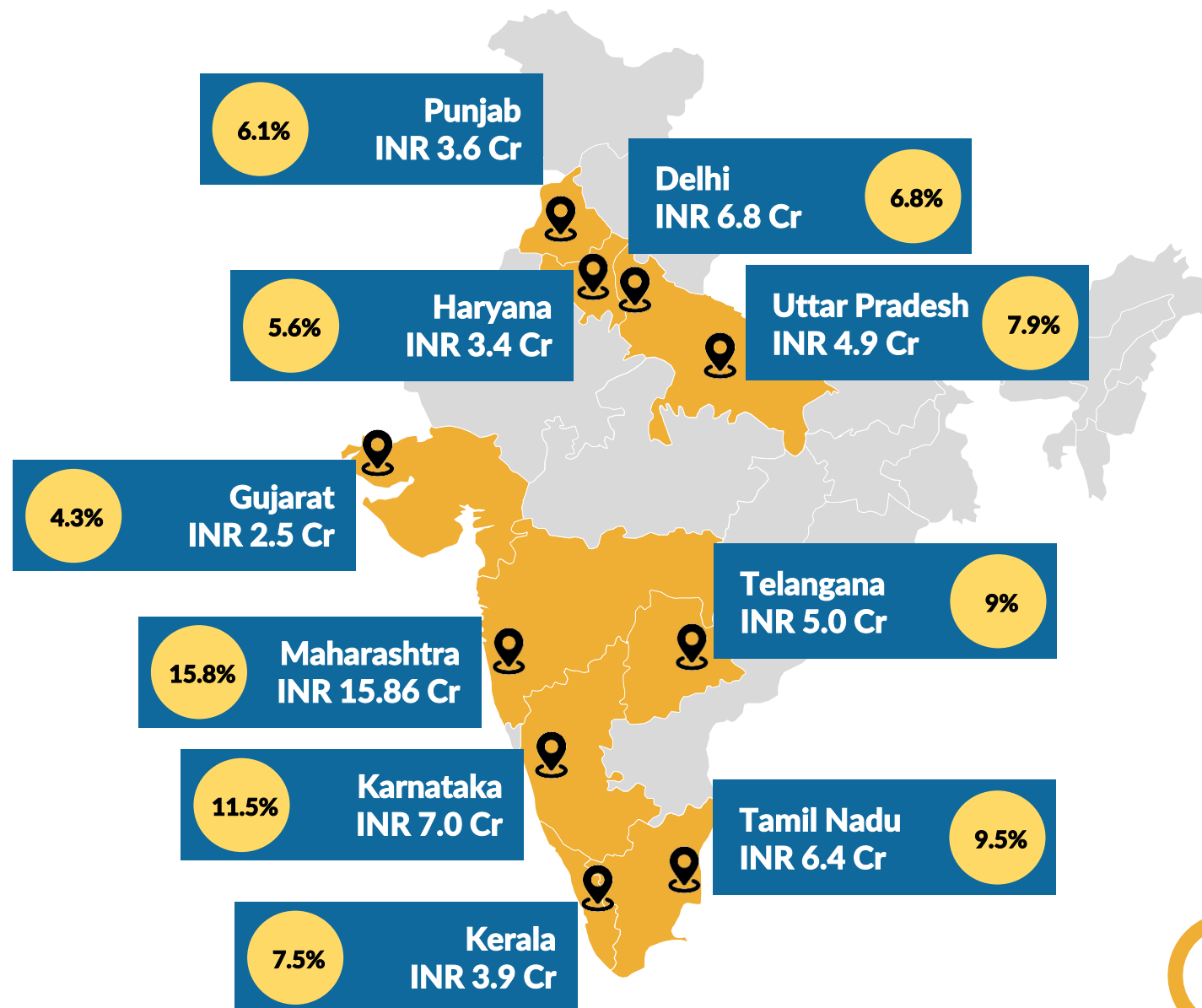
**The company's strategy of using doctor-dispensed products has successfully expanded its reach to a larger market, benefiting through:**

- 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

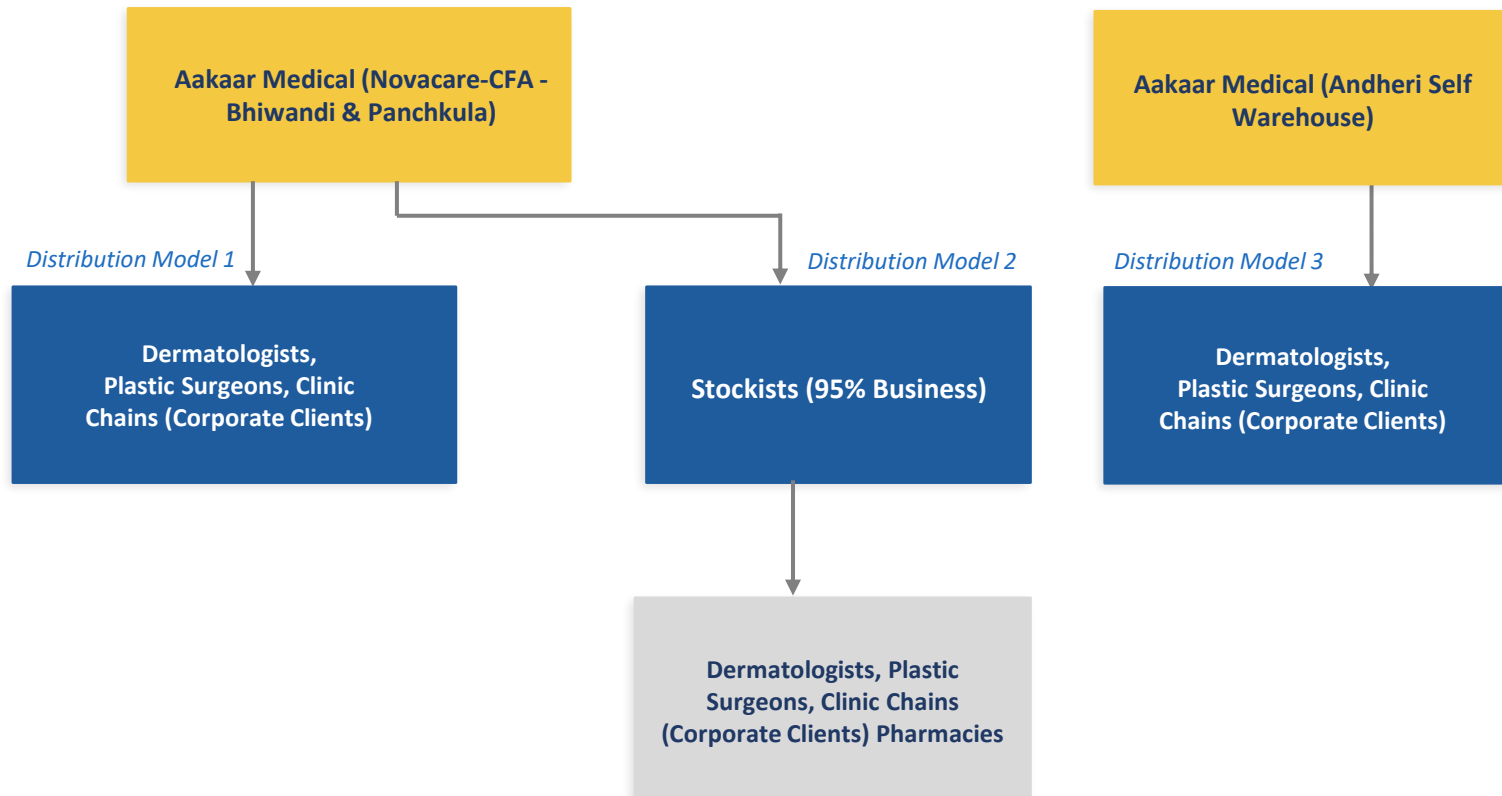
**Aakaar's nation-wide presence ensures reliable supply, with ~84% of company's revenue coming from its top 10 states**



Figures represent FY26 revenue & % represent the share of revenue in total revenue

\* Numbers are rounded off to nearest multiple

# Robust Distribution Network for FY 25-26



Change in Distribution Network for FY 26-27 AAKAAR to CFA to Distributors

## Strategic Nationwide Distribution Backbone

- ❑ **Pan-India Reach, Zero Capex:** National warehousing network through PISPL earlier & now Novacare 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.



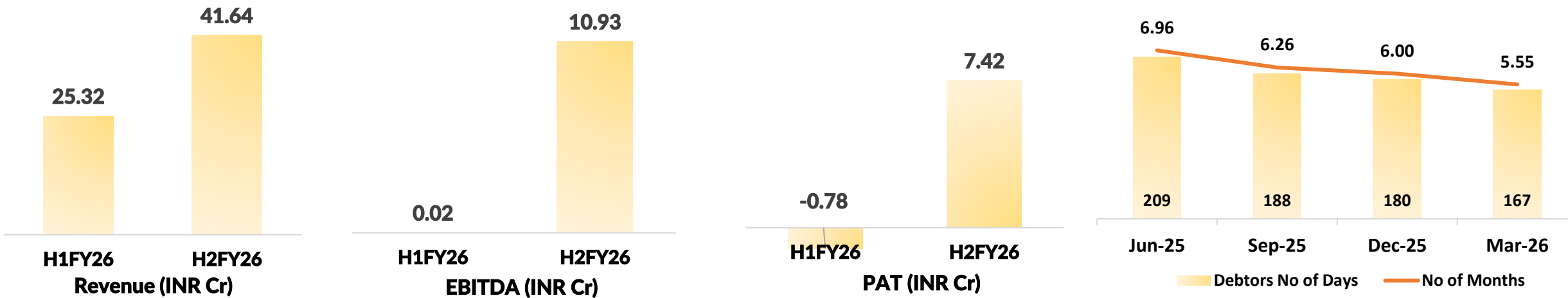


## ◀ 02

# Strategic Shift post Listing

*Impact of Tightened and disciplined financial approach*

# Delivered as promised – Plan of Action during H2FY26



**H1FY25**  
Intentionally Tightened credit terms,-> for long term cash flow & WC discipline

**H1FY25**  
Loaded business development cost, operating exp & one off investments

**H1FY25**  
Stock piling due to war related uncertainty and conversion from private to public company

**Action plan followed –H2FY26**  
Focus has been shifted to cash-first billing, a broader customer base, and a long-term order pipeline.  
Low-margin products are being phased out in favor of high-margin SKUs with strong gross contributions - a deliberate move toward leaner operations, higher operating profit, and sustained PAT improvement.

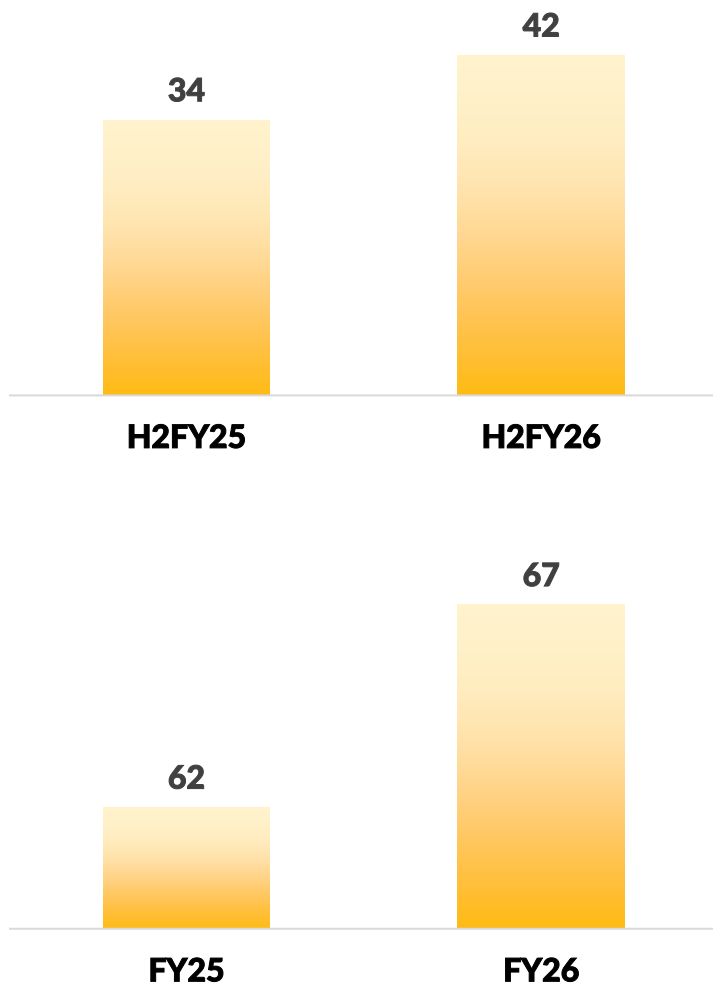
**H2FY26**  
sales momentum returned, customers came back, and demand was fully restored, all while keeping credit controls firmly in place.

**H2FY26**  
Returned momentum, Improved execution and Operating leverage kicking in

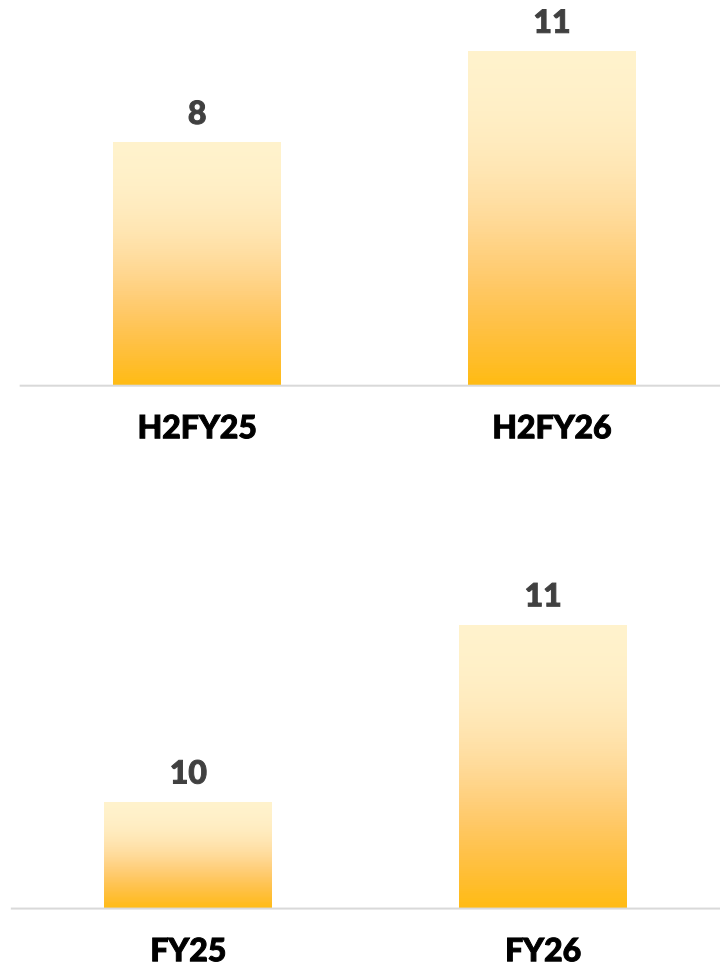
**H2FY26**  
smarter approach — procurement tied directly to demand visibility and confirmed orders, slashing excess stock. Remaining year-end inventory was cleared in April.

# Robust Financial Performance YoY

### Revenue (INR Cr)



### EBITDA (INR Cr)



### PAT (INR Cr)



# Half year ending FY26

All values in INR Cr.

Key Financial Performance	H2FY26	H1FY26	H-O-H	H2FY25	Y-O-Y
Revenue from operations	41.6	25.3	64.4%	33.8	23.1%
EBITDA	10.95	.02	546.5 %	8.33	31.45%
EBITDA Margin	26.32 %	0.07%	+2625 bps	24.64 %	168 Bps
PAT	7.4	(0.8)	Turnaround to Profit	5.6	32.1%
PAT Margin	17.7%	(3.1)%	+2,080 bps	16.56%	114 bps
Adjusted Net Worth	54.5	47.1	15.7%	23.3	133.9%
Return on Net Worth	17.06%	(1.7)%	+1872 bps	33.64%	(1662) bps

# Statement of Profit and Loss

All values in INR Cr.

Particulars	FY23	FY24	FY25	FY26
Revenue from operations	32.8	46.1	61.6	66.9
Other income	0.1	0.2	0.2	0.8
Total Income	32.9	46.3	61.8	67.7
COGS	15.0	20.9	26.2	28.20
Gross Profit	17.8	25.2	35.6	39.5
Margin	54.2%	54.6%	57.6%	59.34%
Employee benefits expense	7.5	10.4	12.9	14.0
Other Expenses	6.46	10.14	12.83	14.5
EBITDA	3.8	4.66	9.87	10.97
EBITDA Margin%	11.67 %	10.06%	15.97%	16.39%
Finance costs	0.3	0.9	1.57	1.6
Depreciation and amortisation expense	0.1	0.1	0.1	0.1
PBT	3.5	3.7	8.1	9.2
Prior period Expenses		1.0		
Net Current Tax Expenses	1.1	0.6	2.1	2.6
PAT	2.5	2.0	6.0	6.6
PAT Margin %	7.5%	4.4%	9.7%	9.86%

# Balance Sheet Items

All values in INR Cr.

Particulars	FY23	FY24	FY25	FY26
<b>Equity and Liabilities</b>				
<b>Shareholders' funds</b>				
a. Share capital	0.7	0.7	10.4	14.2
b. Reserves and surplus	9.9	11.9	12.8	40.3
Minority Interest				
<b>Non-Current Liabilities</b>				1.0
Long-term Borrowings	4.8			
Long term provision		0.8	1.0	
<b>Current liabilities</b>				
a. Short-term borrowings	1.1	15.1	22.7	18.5
b. Trade Payable	2.5	1.8	3.5	1.9
c. Other current liabilities	4.2	2.9	2.8	2.4
d. Short-term provisions	0.03	0.8	0.9	1.4
<b>TOTAL</b>	<b>23.2</b>	<b>34.1</b>	<b>54.2</b>	<b>79.4</b>

Particulars	FY 23	FY 24	FY25	FY26
<b>Non-Current Assets</b>				
Property, Plant & Equipment (PPE)	0.4	0.3	0.2	0.1
Intangible assets	0.01	0.01	0.01	0.5
Deferred tax assets (Net)	0.01	0.4	0.4	0.5
Long term loans and advances	-	0.3	0.4	0.3
Other non-current assets	0.4	0.4	1.3	1.3
<b>Current assets</b>				
Inventories	11.3	14.2	14.6	19.7
Trade receivables	10.5	16.3	28.0	37.22
Cash and bank balance	0.2	0.3	5.6	16.2
Short term loans and advances	-	-	0.1	0.0
Other current assets	0.5	2.0	3.6	3.3
<b>TOTAL</b>	<b>23.2</b>	<b>34.1</b>	<b>54.2</b>	<b>79.4</b>

*The Big Picture*

# Four Launches. One Strategy. Dominant Aesthetics Ecosystem.

## LETYBO<sup>®</sup>

### NEUROMODULATOR

US FDA-approved botulinum toxin from Korea. Replaces Medytox/SIAX — a cleaner, stronger franchise.

## SAYPHA<sup>®</sup>

### DERMAL FILLER

Austrian HA filler with USFDA approval. Competes with Juvederm & Restylane in the premium segment.

## VM CORP.

### REGENERATIVE SUITE

3-product Italian exosome range: hair, skin, body. Science-led, differentiated, high-margin potential.

## XOMAGE

### PLANT EXOSOMES

Korean plant exosome platform. First-mover exclusive. The next frontier of biologic aesthetics.



# Focused on strengthening doctor 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

75+  
Workshops  
Conducted

574+  
Professionals  
Trained

44+  
Cities  
Ventured

Trichology Workshop started FY 2025-26

# Creating market through consistent trainings & workshops



- Conducted 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 20+ International, National and Local conferences like AMWC, IMCAS, DERMACON, CDSI, Aesthetics, AOMSI & many others
- Direct Coverage & Tele calling- 12000+ Doctors across India to offer products and devices

# XELIX

HAIR | SKIN | BODY

## India's First Doctor-Owned, Doctor-Operated Medical Aesthetics Platform

India's first organised, doctor-led aesthetics platform — built on clinical rigour, proprietary technology, and a 5,000+ doctor distribution network that no competitor can replicate from scratch.

Backed by Aakaar Medical Technologies Ltd.

India's first listed B2B aesthetics company  
5,000+ doctors served · 154 SKUs · 20+ brands

6300+

Doctors  
In Our Network

16 Active Clinics

146

Brands  
Offered

20+ Brands Portfolio

India-First

Product SKUs  
Across Portfolio

Doctor-Owned, Doctor-  
Operated

### WHAT XELIX OFFERS



#### Clinical Foundation

Diagnostics, evidence-based SOPs,  
standardized patient journey from first  
consult to long-term follow-up



#### Proprietary Technologies

FotoFinder · Xelix FUE · Regenera  
Activa · V-Tech Exosomes · DRS1512  
Clinical



#### Doctor Value Stack

Zero capex, national brand, pre-  
qualified patients, marketing support —  
20-50% footfall uplift guaranteed



#### Home Care Ecosystem

Balback serums, Etrehair scalp range,  
Meso Peel — recurring revenue beyond  
in-clinic procedures

MOATS: DODO Model · 5K+ Doctor Network · Proprietary Tech Stack · Aakaar B2B Supply Chain · Unified National Brand

*From launch to India's largest standardized aesthetics network*

<b>FY26</b> FY25-26	<b>FY27</b> Mid-Term	<b>Future</b> Expansion
<b>50 Clinics</b>	<b>100+ Clinics</b>	<b>500 Clinics</b>
<b>Hair First</b> <ul style="list-style-type: none"><li>● Launch with hair restoration focus</li><li>● Establish clinical SOPs &amp; diagnostic protocols</li><li>● Sign first 50 zero-fee partner clinics</li></ul>	<b>Scale &amp; Skin</b> <ul style="list-style-type: none"><li>● Expand into skin aesthetics &amp; med-facials</li><li>● Network effects drive organic partner referrals</li><li>● Platform discovery engine fully operational</li></ul>	<b>Multi-Vertical</b> <ul style="list-style-type: none"><li>● Body aesthetics added as third vertical</li><li>● Cross-sell across established clinic base</li><li>● Tech platform + outcome data as competitive moat</li></ul>

# OUR DOCTOR NETWORK

Every Xelix partner is a rigorously vetted, practising physician. No franchisees. No middlemen. Patients are always in expert hands.

## 12 Cities

Pan-India Reach

## 16 Doctors

Verified & Active

## 12+ Yrs Avg

Clinical Experience

Doctor	Specialty	Experience	Location
Dr Kavish Chouhan	Dermatologist	12+ Years	Delhi
Dr V S Rathore	Plastic Surgeon	18+ Years	Kolkata
Dr Gulhima Arora	Dermatologist	14+ Years	Delhi
Dr Abhay Talathi	Dermatologist	12+ Years	Mumbai
Dr Pallavi Ahire	Dermatologist	8+ Years	Pune
Dr Sandeep Babbar	Dermatologist	10+ Years	Faridabad
Dr Megha Pundir	Dermatologist	5+ Years	Varanasi
Dr Syed Nazim Hussain	Dermatologist	14+ Years	Delhi
Dr Hitesh Lokwani	Dermatologist	11+ Years	Jabalpur
Dr Siddhi Tiwari	Dermatologist	10+ Years	Mumbai
Dr Pallavi Rathi	Dermatologist	18+ Years	Mumbai
Dr Sanchit Talwar	Dermatologist	14+ Years	Chandigarh
Dr Jerryl Banait	Dermatologist	10+ Years	Nagpur
Dr Neeraj Pandey	Dermatologist	15+ Years	Lucknow
Dr Rohan Bhattacharjee	Dermatologist	10+ Years	Durgapur
Dr Kishan Agarwal	Dermatologist	22+ Years	Cuttack

**DODO Model: Doctor-Owned, Doctor-Operated • 11 Cities • 15 Verified Clinicians • Avg 12+ Years Experience**

# WHY XELIX WINS



*Six structural advantages that create a defensible, compounding business.*



## Large, Underpenetrated TAM

India's medical aesthetics market is large, fast-growing, and deeply underserved. Organized players hold less than 5% share — Xelix is purpose-built to capture disproportionate share of this opportunity.



## Unfair Advantage at Launch

Aakaar's 6300+ doctor relationships and 146-SKU B2B supply chain give Xelix Day 1 distribution advantages that would take a new entrant years and significant capital to replicate. Zero greenfield risk.



## Asset-Light Compounding

DODO model = zero capex per clinic. Each partner clinic joins without infrastructure burden, while Aakaar's B2B backbone ensures product availability from Day 1. Platform scales without proportional cost.



## Multiple Revenue Moats

Multiple value streams flow from every partner clinic: in-clinic procedures, proprietary technology access, home care product ecosystem, and long-term patient retention programs — compounding lifetime value for both doctor and patient.



## Network Effects Kicking In

Every new clinic strengthens the brand. A stronger brand attracts more patients. More patients generate richer outcome data. Better data deepens doctor trust and accelerates adoption. Classic two-sided network dynamics with medical credibility as the moat.



## Credible Path to Scale

Starting with hair — expanding to skin and body. From 100 partner clinics to 500+ across India, the path to becoming the country's largest standardized aesthetics network is clear and executable.

# Experienced and Passionate Leadership Team



Founder & MD

## Mr. Dilip Meswani

- B.Sc. from the University of Bombay and a Post Diploma in Medical Electronics
- Associated with Company since June 20, 2013.
- Over 24 years of experience in Medical Aesthetics
- 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

- Bachelor of Medicine and Surgery from Maharashtra University of Health Sciences, Nashik, and a Diploma in Business Management from ICFAI, Tripura
- Associated with 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

## Mr. Rakesh Parekh

- Associated with company since December 2025,
- B.Com degree from the University of Mumbai
- Over 28 years of professional experience.
- Served as CFO at Archerchem Healthcare Limited and Sandu Pharmaceuticals Ltd., and was also associated with N S S Logistics Pvt. Ltd.



Company Secretary

## Mr. Anoopkumar Pillai

- Fellow Member of ICSI and holds a B.Com from University of Bombay.
- Associated with Company since December 19, 2024, as a Company Secretary
- 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

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



Independent Director

## Mr. Deepanjan Periwal

- Chartered Accountant and holds a B.Com from Nagpur University.
- Completed the Senior Management Programme at IIM Ahmedabad and is a registered valuer with IBBI
- Associated with Company since December 18, 2024
- 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

- National Sales Head – Team 1 of our Company.
- Completed his Higher secondary education from Board of Secondary education Uttar Pradesh
- Associated with our Company as Head of Sales since 2017
- 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

- National Sales Head – Team 2 of our Company.
- Bachelors in Pharmaceutical Sciences and Post Graduate Diploma in Pharmaceutical Management
- Associated with our Company since 2023
- 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













**Aākaar**<sup>®</sup>  
enhancing life through technology

**03**

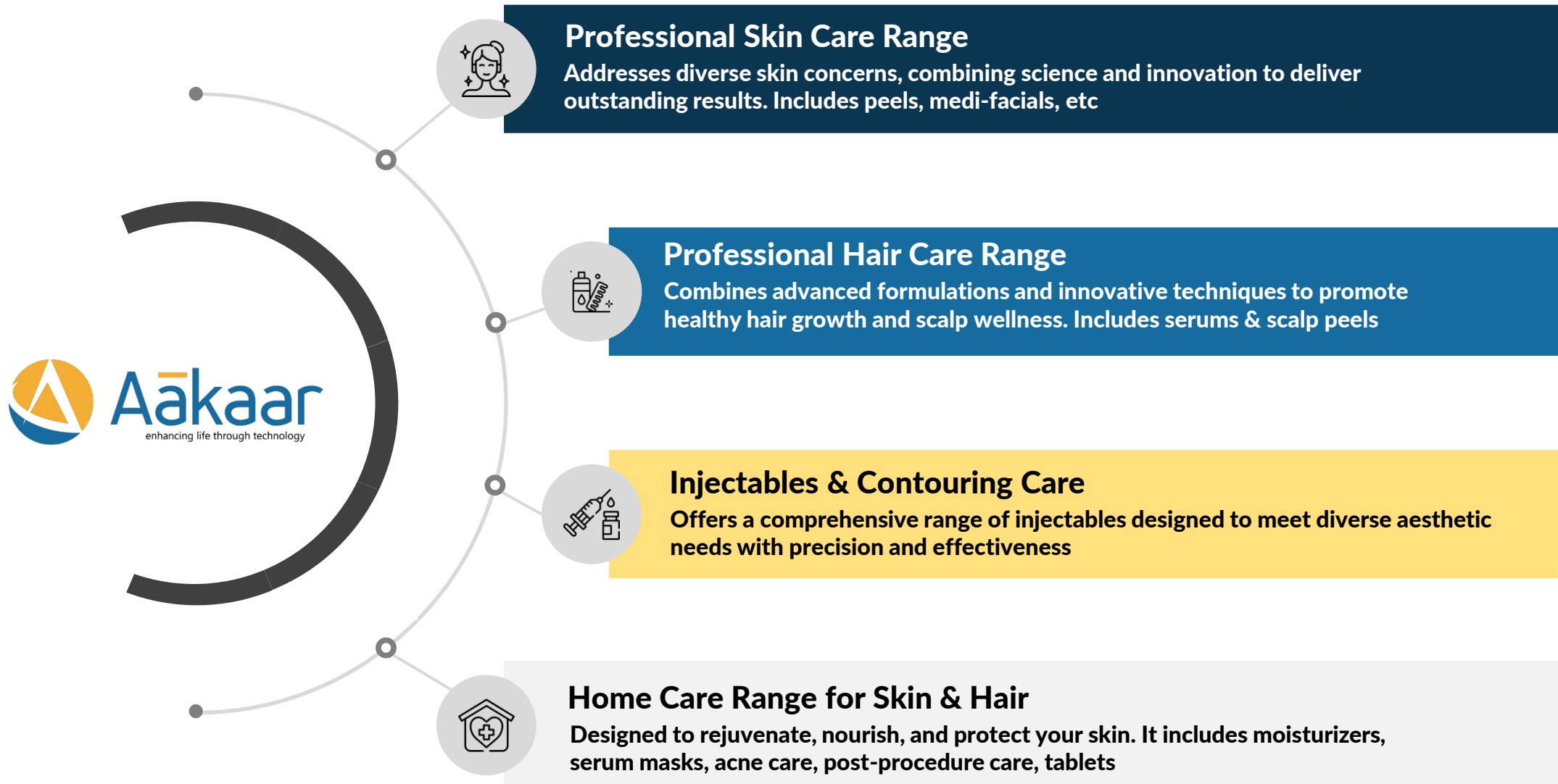
**Annexure**



# 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 54 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 2025

INR **19.8 Cr**

Revenue from own brand products

FY 2026

INR **24.57 Cr** 37%

Revenue from own brand products



## Professional Skin Care Range

SWYADA®

EXOLUXE™

êtreclair®  
Aquafacial

Lytec®

drs1512  
skin

êtréluxe



## Home Care Range for Skin and Hair

SWYADA®

TUBELITE®<sub>Rx</sub>

êtrélume®

Lytec®

BALBACK™

êtrehair™  
Hair Growth Concentrate



## Professional Hair Care Range

drs1512™  
hair

TUBELITE®  
GFC 360°  
Growth Factor Concentrator



## Injectables & Contouring Care

TUBELITE®<sub>Rx</sub>

êtrélume®

# Imported/Third Party Brands: Rights to Distribute 78 Aesthetics Product SKUs

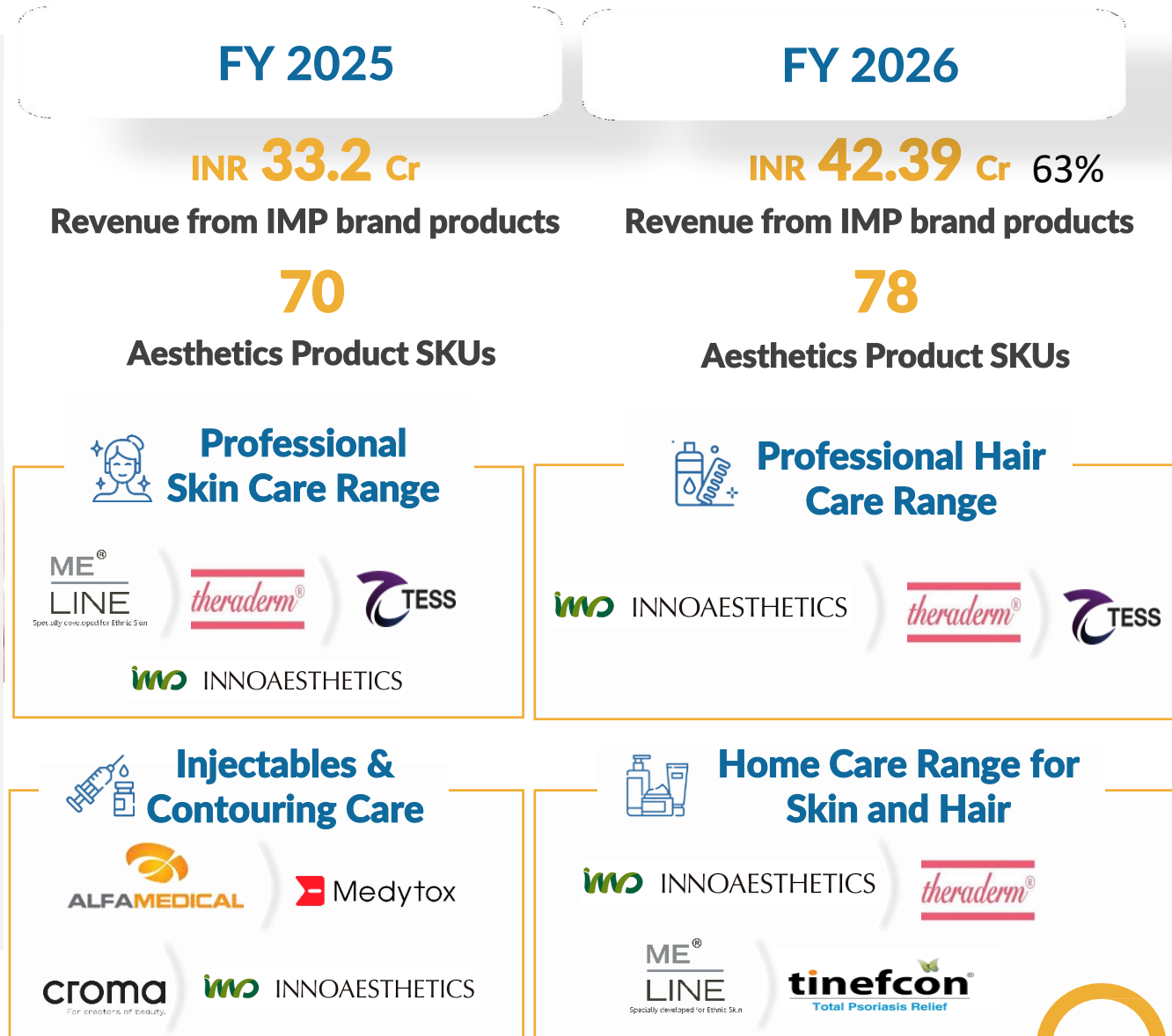
Providing Indian consumers with exclusive access to renowned global skincare and aesthetics brands

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 as on FY 25-26

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



- 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, 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



- 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



- 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



- 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



- 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, 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

# Strengthening Products Portfolio through In-licensing Tie-ups with Reputable International Brands FY 26-27

**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**



Hugel Korea, founded in 2001 and headquartered in Seoul, South Korea, is a global leader in medical aesthetics specializing in botulinum toxin, hyaluronic acid fillers, skin boosters, threads, and bio-cosmetics. Offers a strong portfolio of aesthetic products including Botulax/Letybo (botulinum toxin), with presence across approximately 70 countries worldwide.

Hugel's flagship toxin brand became the market leader in South Korea in 2016 and has maintained its leadership position since then.

Achieved major global regulatory milestones including approvals in China, Europe, Canada, Australia, and US FDA approval for Letybo in 2024, making Hugel the only Korean company approved in the world's three largest botulinum toxin markets — the US, China, and Europe



TESS Co. Ltd. Headquartered in Seoul, South Korea, is a medical aesthetics company specializing in scaffold-based lifting and regenerative aesthetic technologies.

Developer of TESSLIFT™, the world's first 3D mesh scaffold lifting thread designed for superior tissue support and long-term lifting outcomes.

Portfolio includes absorbable lifting threads, regenerative injectables, and advanced biomimetic aesthetic solutions distributed globally.

Holds international patents across 40+ countries and has achieved key certifications including EU CE MDR approval for its aesthetic products.



VM Corporation, founded in 2016 and headquartered in Milan, Italy, is an advanced cosmeceutical company specializing in post-procedure skincare and regenerative aesthetic solutions.

Developed by aesthetic expert Valerio Matanò, VM Corporation focuses on enhancing and maintaining results of aesthetic medical treatments through professional cosmeceutical systems.

Offers a portfolio of advanced skincare, exosome-based regenerative products, tissue-rejuvenation systems, and post-treatment solutions distributed across 50+ countries worldwide.

Recognized for innovative technologies in bio-regeneration, synthetic exosomes, and aesthetic maintenance protocols used by dermatologists and aesthetic clinics globally.



Fotofinder, founded in 1991 and headquartered in Bavaria, Germany, is a global leader in skin imaging, dermoscopy, and AI-powered dermatology diagnostics.

Pioneer in Automated Total Body Mapping (ATBM) and digital dermoscopy technologies for early skin cancer detection and aesthetic diagnostics.

Offers advanced imaging solutions for dermatology, trichoscopy, aesthetics, and AI-assisted lesion analysis, with presence in over 100 countries worldwide.

Recognized globally for innovation with achievements including the first MDR-certified AI dermatoscope in Europe, Red Dot Award, German Design Award, and Bavarian Export Award.

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 2025**

**INR 8.5 Cr**

Revenue from own brand products

**19**

Aesthetics Product SKUs

**FY 2026**

**INR 7.37 Cr**

Revenue from own brand products

**14**

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**

**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**

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**For further information,  
please get in touch with:**

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