CIN No.: L74900MH2013PLC244717

Aakaar Medical Technologies Limited
(formerly: Aakaar Medical Technologies Pvt.Ltd.)
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

October 30, 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.: **Press Release and Investor Presentation**

We wish to inform you that the Board of Directors of the company have approved the Unaudited financial results for the Half year ended 30.09.2026, in their meeting [which commenced at 3.00 p.m. and ended at 3.35 p.m. In this regard an Earnings Call has been scheduled for investors today at 4.00 p.m.the details of which have been notified to your esteemed exchange on 28.10.2026. We are enclosing herewith the Investor Presentation on the Company and its Financial Results for the half year ended 30.09.2026.

The Press Release and Investor Presentation is also available on the website of the Company at www.aakaarmedical.in

The Meeting of the Board of Directors of the Company commenced at 3.00 P.M. IST and concluded at 3.35 P.M. IST.

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

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

VISHWANATHAN ANOOPKUMAR PILLAI

Digitally signed by VISHWANATHAN ANOOPKUMAR PILLAI
Date: 2026.10.30 15:56:20 +05'30'

Anoopkumar V. Pillai
Company Secretary & Compliance Officer

Encl: As above.

INDIA'S 1ST MEDICAL AESTHETIC | NSE LISTED COMPANY

Aakaar

Medical Technologies Limited

Investing in & Building the Future of Medical Aesthetics



INVESTOR PRESENTATION – H1 FY 27

30th Oct 2026



DISCLAIMER

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

(H1 FY27 vs H1 FY26)

13+ yrs industry

INR 43.72 Cr
Revenue from ops up 72.6% YoY

INR 5.43 Cr
EBITDA with the margin of 12.42%

INR 1.06 Cr
Cash & Bank (Sep-26)

INR 3.54 Cr
vs loss of INR 0.78 Cr
Margin 8.10%

4500+
Doc & Clinics

129
SKUs

100+
Sales Reps



B2B2C Medical Aesthetics Platform

Supplies aesthetic products, devices & consumables to dermatologists, aesthetic physicians, clinics & chains.

87%
Products

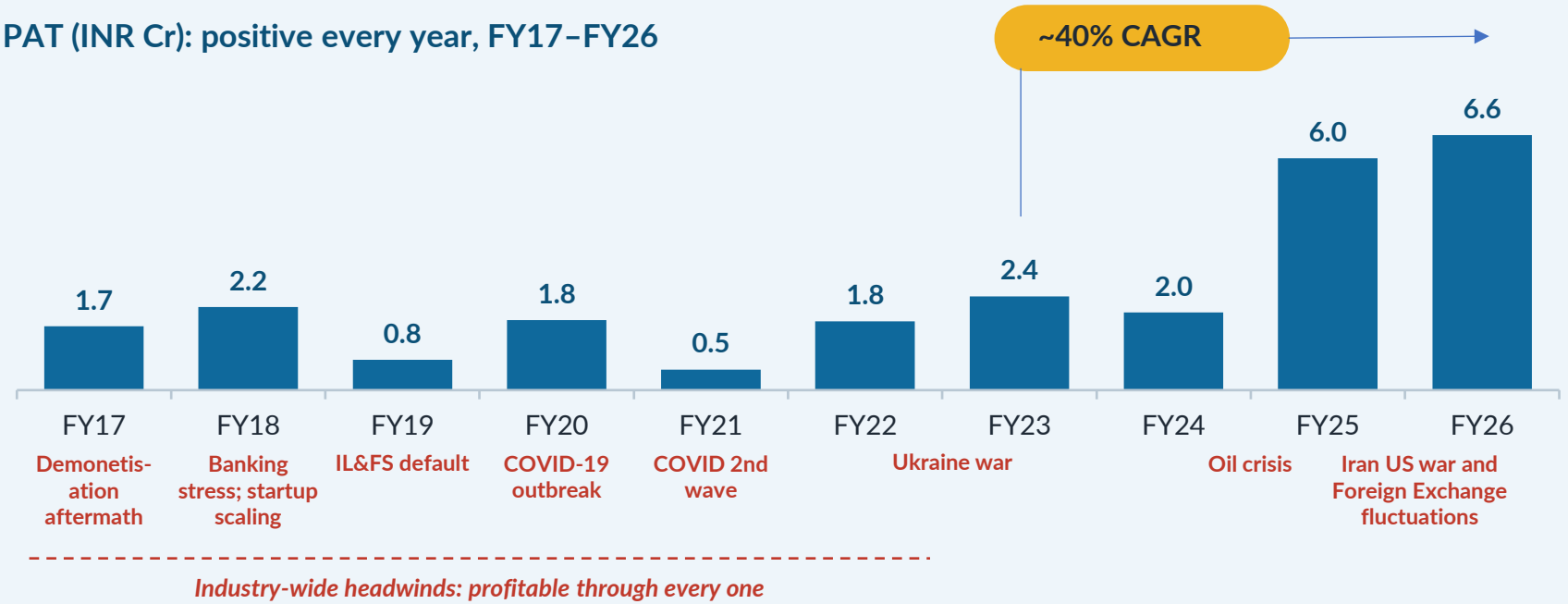
13%
Device & Consumables

Product-led mix supports recurring, repeat-purchase revenue, while devices add higher-ticket growth opportunities.

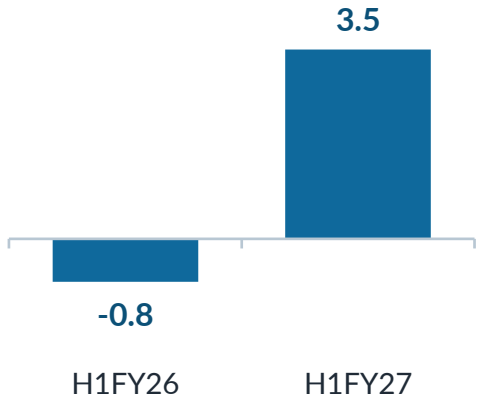
Resilience amidst all the odds – PAT positive for 10 years | Strong revenue growth

All values in INR Cr.

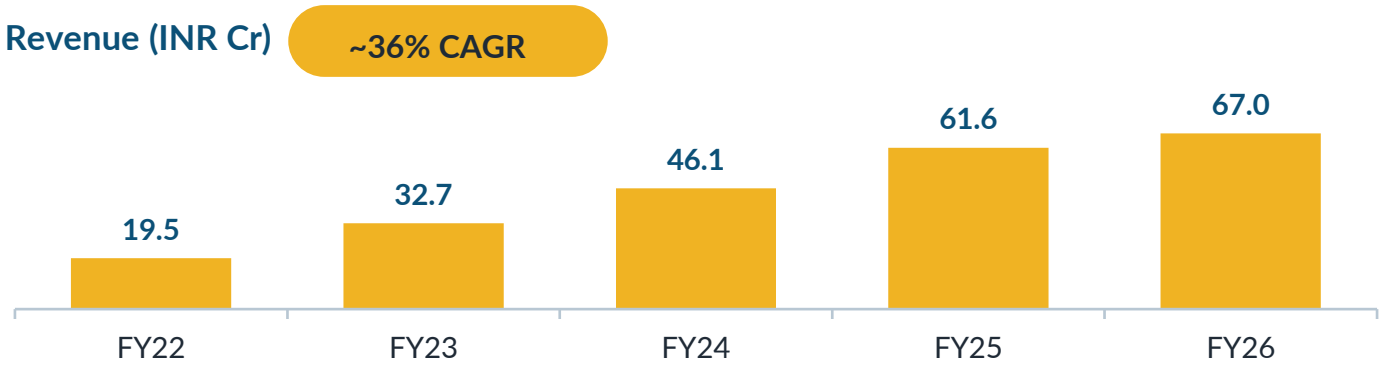
PAT (INR Cr): positive every year, FY17–FY26



H1 PAT (INR Cr)



Revenue (INR Cr)



10 / 10

years of positive PAT, FY17–FY26

3.4x

revenue in four years, FY22 → FY26

H1 Turnaround

Loss of ₹0.8 Cr to profit of ₹3.5 Cr

Comprehensive Business Segments of Aesthetics Products, Devices & Device Consumables

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. Aesthetic Devices & Device Consumables

Clinical and aesthetics devices & device consumables, catering to diverse skin care and hair care problems like Regenera, Fotofinder Imaging Technology, 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

- Recurring business through Aesthetic products (**87%**) + Device Consumables (**5%**)
- Owned brands (**34%**) continue to drive margins and defensibility
- Focus on nationwide growth with incremental revenue from 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
- Invested in device manufacturing and R&D facilities for Xelix FUE HT devices. (Test license applied)



Robust Distribution Network- Scalable and Penetrative

- Direct to Dr Sales – **23%** (PISPL + Aakaar)
- To Dr from Stockist - **77%** (Novacare)
- 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 overdue locally.



H1 Coverage: Serving Medical Professionals Nationwide

5000+
Dermats & Clinics

100+
MR executives

1,000+
Pharmacies

40+
Stockists

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

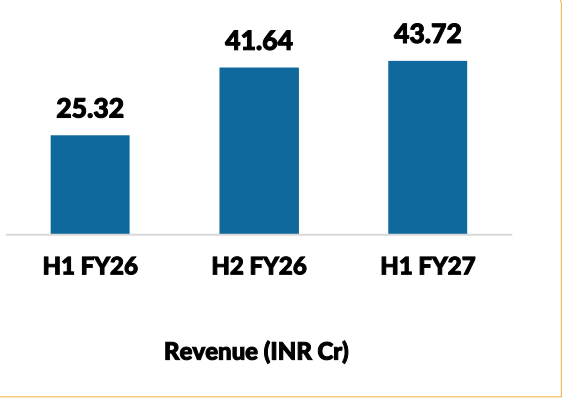
Recommendations from medical professionals effectively boost product sales, as patients trust their doctors' health-related advice

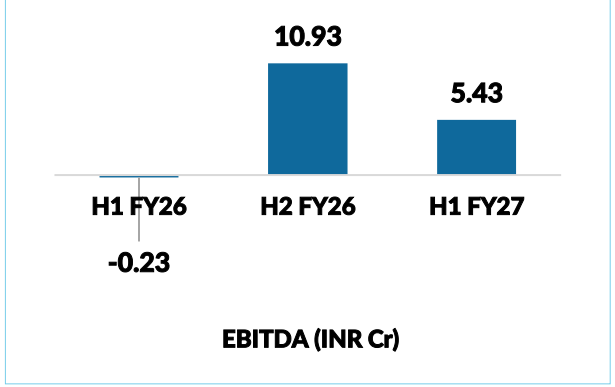


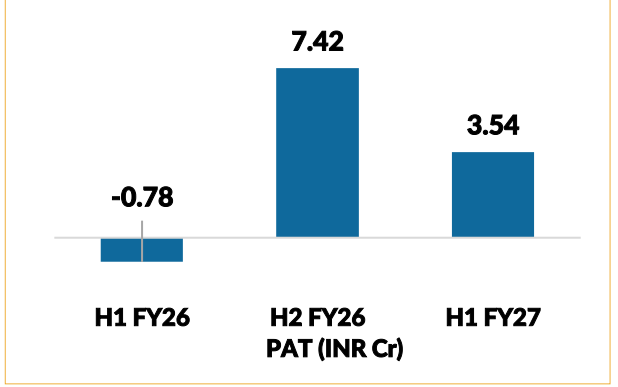
Strategic Thrusts

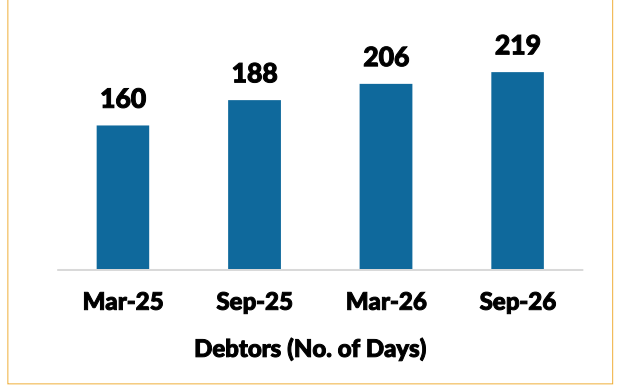


Delivered as promised – Plan of Action during H1FY27









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.

H2FY26

Margin head winds
With macro factors such as wars leading to increase in manufacturing and logistics costs as well as rupee depreciation

H1FY27

Business as normal as per historical trend shift & continued momentum from H2-2026

H1FY27

Completed migration to Novacare, established CFA operations, and appointed 40 distributors nationwide. Benefits are expected to materialise over the next 12–18 months through improved collections, reduced debtor days, and enhanced last-mile delivery.

H1FY27

Increased marketing investment to drive consumer awareness, strengthen the existing B2B channel, and build demand ahead of upcoming e-commerce sales.

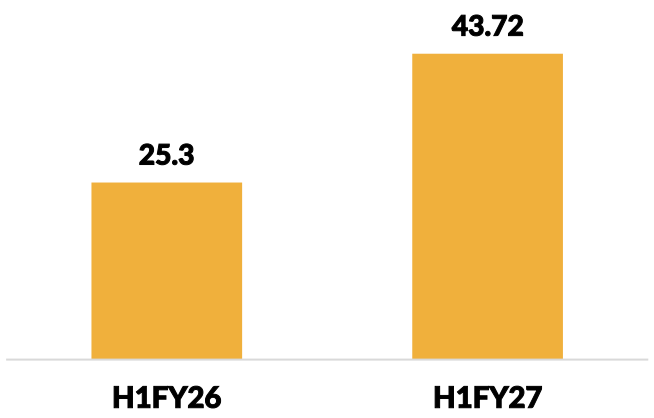


Action plan – H2FY27

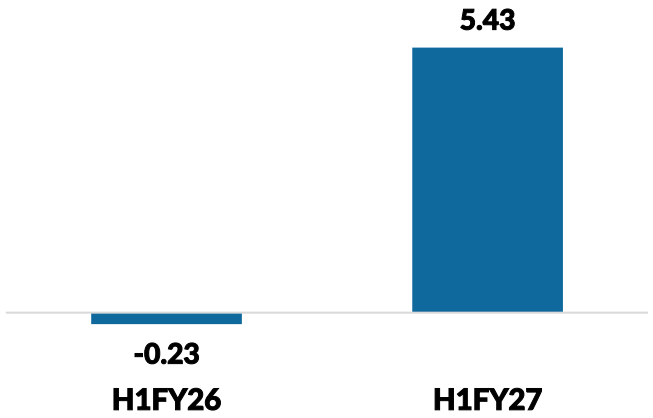
- *Focusing on incremental business and per brand and per doctor productivity*
- *Responsibilities of payments to be shifted to distributors , to reduce debtor days to <130 days*

Robust Financial Performance YoY

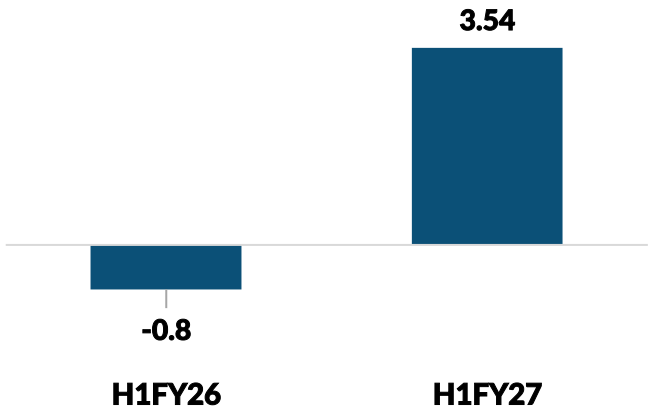
Revenue (INR Cr)

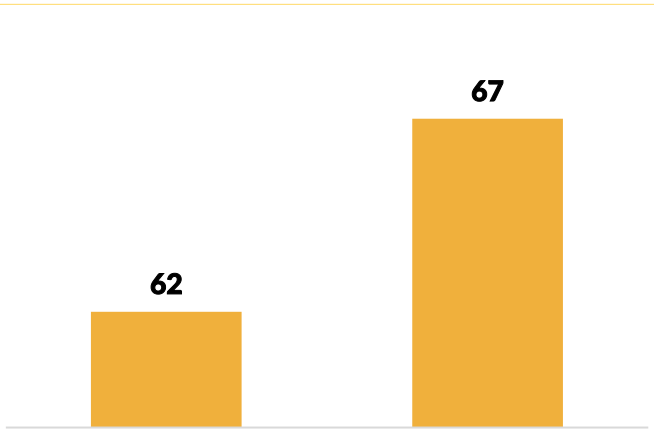


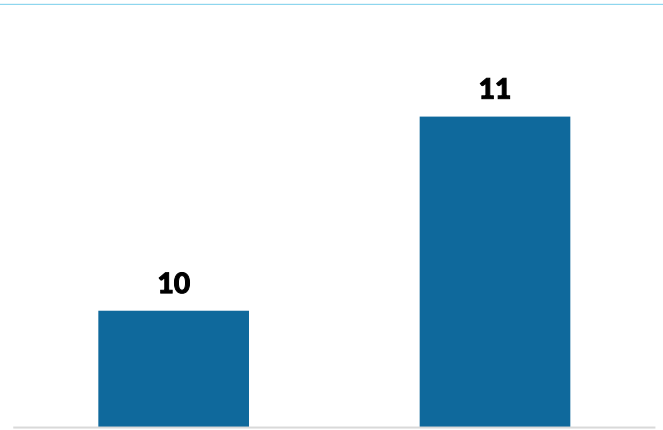
EBITDA (INR Cr)

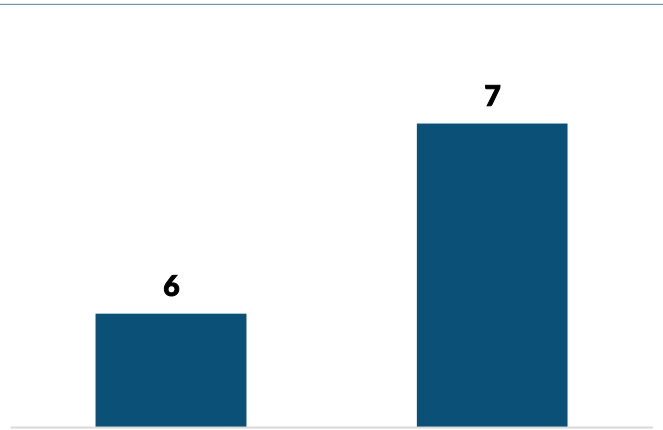


PAT (INR Cr)









Numbers rounded off

Statement of Profit and Loss – H1FY27

All values in INR Cr.

Particulars	H1FY27	H1FY26
Revenue from operations	43.72	25.32
Other income	0.27	0.30
Total Income	43.99	25.62
COGS	21.25	11.44
Gross Profit	22.47	13.88
Margin	51.40%	54.78%
Employee benefits expense	8.07	7.26
Other Expenses	8.97	6.85
EBITDA	5.43	(0.23)
EBITDA Margin%	12.42%	(0.91%)
Finance costs	0.80	1.04
Depreciation and amortisation expense	0.07	0.05
PBT	4.82	(1.02)
Net Current Tax Expenses	1.28	(0.24)
PAT	3.54	(0.78)
PAT Margin %	8.10%	(3.10%)
Net Worth	58.09	47.1
Return on Net Worth*	6.10%	(1.67%)

Balance Sheet Items – H1FY27

All values in INR Cr.

Particulars	H1FY27
Equity and Liabilities	
Shareholders' funds	
a. Share capital	14.17
b. Reserves and surplus	43.92
Non-Current Liabilities	
a. Long-term provisions	1.15
b. Other long-term liabilities	0.03
Current liabilities	
a. Short-term borrowings	18.89
b. Trade Payable	6.09
c. Other current liabilities	2.87
d. Short-term provisions	1.37
TOTAL	88.50

Particulars	H1FY27
Non-Current Assets	
Property, Plant & Equipment (PPE)	0.24
Intangible assets (incl. under development)	0.77
Deferred tax assets (Net)	0.54
Long term loans and advances	0.55
Other non-current assets	1.26
Current assets	
Inventories	25.94
Trade receivables	54.21
Cash and bank balance	1.06
Short term loans and advances	0.03
Other current assets	3.89
TOTAL	88.50

Historic 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%

Historic Balance Sheet Items

All values in INR Cr.

Particulars	FY23	FY24	FY25	FY26
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	40.3
Minority Interest				
Non-Current Liabilities				1.0
Long-term Borrowings	4.8			
Long term provision		0.8	1.0	
Current liabilities				
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
TOTAL	23.2	34.1	54.2	79.4

Particulars	FY 23	FY 24	FY25	FY26
Non-Current Assets				
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
Current assets				
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
TOTAL	23.2	34.1	54.2	79.4

The Big Picture: Five Launches. One Strategy. Dominant Aesthetics Ecosystem.

LETYBO®
NEUROMODULATOR

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



SAYPHA®
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.

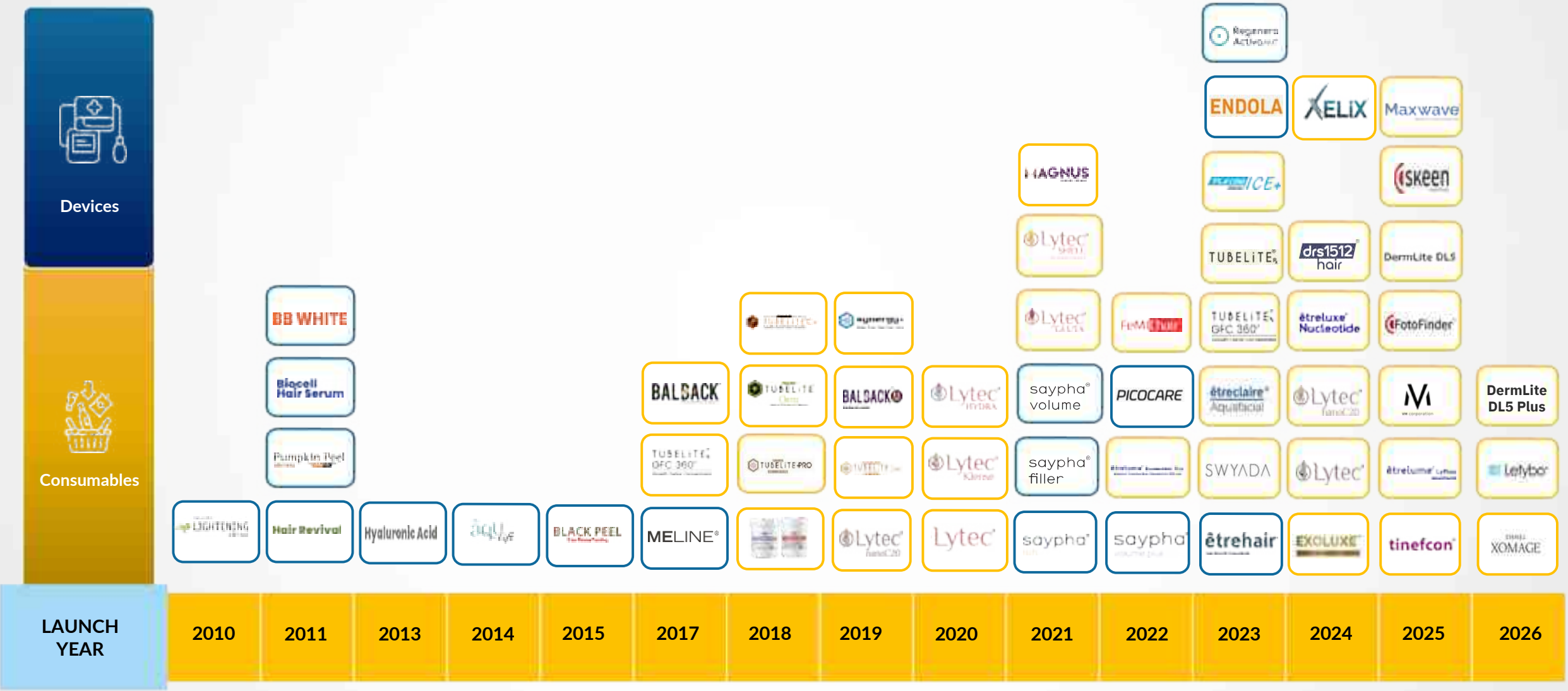


FOTOFINDER
DIGITAL DERMOSCOPY

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



Consistent Product Launch



Focused on strengthening doctor skills













MICA

(Masterclass in Contouring Aesthetics)

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

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+ Conducted | **574+** Trained | **44+** 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.

Aakaar's Flagship Conference

- **Aakaar's first flagship aesthetics conference** — FAHA (*Facial Aesthetics Harmony Approach*), bringing together leading dermatologists, plastic surgeons and international faculty.
- **Strategic Significance:** FAHA establishes Aakaar as not merely a provider of aesthetic products, but as an **education- and innovation-led partner shaping the next generation of aesthetic medicine**
- **3-day scientific & experiential platform** combining scientific sessions, focused workshops and 2 days of intensive hands-on training
- **Celebrating & Strengthening partnerships :** Aakaar Gala Night recognised and felicitated doctors who have contributed to the company's 25-year journey and celebrated **one year of Aakaar's NSE Emerge listing**.
- **Integrated Facial Aesthetics**: Focused on moving beyond standalone procedures towards a **harmonised, full-face treatment approach** combining fillers, next-generation toxins and innovative thread technologies.



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

India's first organised, doctor-led aesthetics platform - built on clinical rigour, brand & product portfolio across various aesthetic doctor-led services, and a 12,000+ covered aesthetic doctor network.

Why Xelix ?

FOR DOCTORS

Credibility Crisis
Non-qualified doctors and technicians erode patient trust

Patient Acquisition
High costs, inconsistent returns

Competition
Loss to D2C brands and salons

FOR PATIENTS

Information Overload
Can't assess quality vs hype

No Standardization
Unpredictable outcomes and safety

Price Uncertainty
Price negotiation over clinical results

MOATS

DODO Model

12K+ Covered Network

Aakaar B2B Supply Chain

Unified National Brand

Xelix – Current State & Journey Ahead

Current State



70+

Clinics

24

Cities

Nationwide network of India's top Dermatologists/Plastic Surgeons

FY26

30 Clinics

Model Validation

Launch Xelix Model to Aakaar network. 30 clinics onboarded.

FY27

100+ Clinics

Active Onboarding

Network effects drive organic partner referrals. Platform discovery engine fully operational.

FY28 Onwards – 3 years

500+ Clinics

Functional Revenue Model

Cross-sell across established clinic base. Tech platform + outcome data as competitive moat.

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 12K+ 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

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



Mr. Dilip Meswani
Founder & MD

- 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 with the founding of Coherent Medical Systems in 1998, pioneer of the laser devices in India with many 1sts such



Dr. Rahul Sawakhande
CEO & Executive Director

- MBBS 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 Business Head.
- 15+ years in Dermatology and Medical Regulatory Affairs, he has worked with Piramal Healthcare, Abbott, Pfizer, and Galderma



Mr. Rakesh Parekh
Chief Financial Officer

- 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.



Mr. Anoopkumar Pillai
Company Secretary

- 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



Mr. Rajendra Dhandhukia
Independent Director

- **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



Mr. Deepanjan Periwal
Independent Director

- **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



Mr. Saurabh Chamoli
National Sales Head

- **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



Mr. Deepak Sharma
National Sales Head

- **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

Supported by Strong Directors and Management Team



Mr. Abhash Meswani

Vice President - Xelix

- MBA from Georgetown University's McDonough School of Business and Btech in Electronics from NMIMS, Mumbai.
- **11+ years** in the fields of Medical Aesthetic Industry as well as Ecommerce. He has previously worked with Amazon and has prior experience as a co-founder of Trica Hair Clinic (acquired by JCB salons).



Ms. Shruti Mishra

Head Digital Marketing

- **MBA** from Kellogg School of Management, Northwestern University, and an alumna of IIT Kharagpur.
- **11+ years** of diverse professional experience across UAE, Morocco, and USA. Previously worked as a Field Engineer at Schlumberger and subsequently as a Senior Product Manager at a US-based fleet telematics company.



Ms. Milouni Meswani

Head Marketing

- BBA from Kingston University, London, and CIDESCO-certified in cosmetology.
- Brings 8+ years of experience in the medical aesthetics industry, with international experience at Viora Inc. (USA), Sinclair Pharmaceuticals (Canada), and Innoaesthetics (Spain), contributing to expertise in aesthetic medicine, global brands, and industry development.

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
Aakaar	✓	✓	✓	✓	✓	✓
Skinnovation (DRHP filed)	✓	✓	✓	✓	✓	✓
Allergan	✓	✓	✓	✓	✗	✗
Alma	✓	✓	✓	✓	✓	✓
Spectra Medical (I) Pvt Ltd.	✓	✓	✓	✓	✓	✓
INMODE	✗	✓	✓	✓	✓	✓
LUMENIS	✗	✓	✓	✓	✓	✓
GALDERMA	✓	✗	✓	✓	✗	✗
	✗	✓	✓	✓	✗	✗
LEADER HEALTHCARE	✗	✓	✓	✓	✓	✓

A. Aakaar's Complete Range of Aesthetics Products



01

Professional Skin Care Range

Addresses diverse skin concerns, combining science and innovation to deliver outstanding results. Includes peels, medi-facials, etc

02

Professional Hair Care Range

Combines advanced formulations and innovative techniques to promote healthy hair growth and scalp wellness. Includes serums & scalp peels

03

Injectables & Contouring Care

Offers a comprehensive range of injectables designed to meet diverse aesthetic needs with precision and effectiveness

04

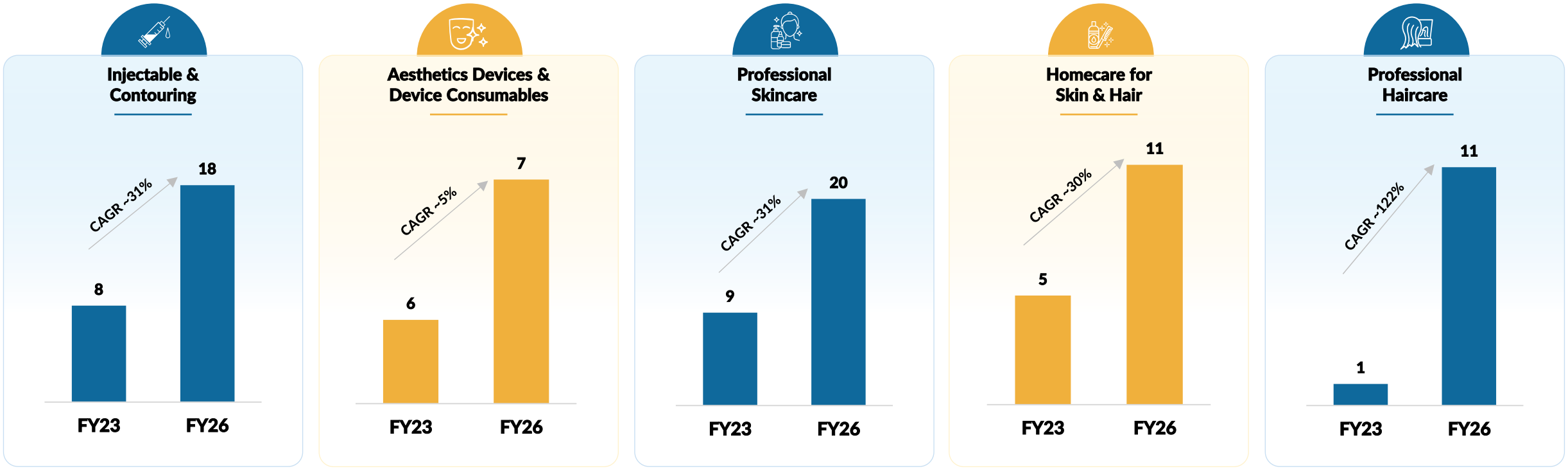
Home Care Range for Skin & Hair

Designed to rejuvenate, nourish, and protect your skin. It includes moisturizers, serum masks, acne care, post-procedure care, tablets

* Above product classification is based on the end-use of products

Strong Segment Growth across Entire Spectrum of Aesthetics Solutions

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

Aakaar Brand Sales Revenue:



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

FY 2026

INR **22.4** Cr

Revenue from own brand products

H1 FY 2027

INR **14.9** Cr

Revenue from own brand products

Professional Skin Care Range

SWYADA | EXOLUXE | êtreclaire Aquafacial | Lytec | drs1512 skin | êtreluxe

Home Care Range for Skin and Hair

SWYADA | TUBELITE | êtrelume | Lytec | BALBACK | êtrehair

Professional Hair Care Range

drs1512 hair | TUBELITE GFC 360° Growth Factor Concentrator

Injectables & Contouring Care

TUBELITE GFC 360° Growth Factor Concentrator | êtrelume

* Numbers are rounded off to nearest multiple

Imported / Third Party Brands Sales Revenue:



- 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

FY 2026

INR **44.5** Cr

Revenue from IMP brand products

H1 FY 2027

INR **28.7** Cr

Revenue from IMP brand products

Professional Skin Care Range

ME LINE, theraderm, XOMAGE, INNOAESTHETICS, M

Professional Hair Care Range

Regenera Activa AMT, XOMAGE, M

Injectables & Contouring Care

TESS, Letybo, croma, INNOAESTHETICS

Home Care Range for Skin and Hair

INNOAESTHETICS, theraderm, ME LINE, tinefcon

* 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

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

Regenera Activa

Founded in 2014, Regenera Activa is a Spanish biotech company focused on dermatology and sports medicine

The company provides class II a 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

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

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.**



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 :

AQUA Power Facial
synergy+
MAGNUS Q-SWITCH LASER
PLATINUM ICE+
Regenera Activa AMT
XELIX

H1 FY 27

INR 3 Cr
Revenue from Device

INR 2.87 Cr
Revenue from Device Consumables

Regenera is an imported Brand for which we have distribution rights and the others are Brands marketed under Aakaar Brands purchased from Third Parties

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

Research & Ideation – 1 Month
- Market research
- Identify trends and consumer needs
- Brainstorm product ideas

Concept Development – 1 Month
- Select promising ideas
- Develop product concepts
- Consider branding and packaging options

Feasibility Analysis – 1 Month
- Assess technical feasibility
- Evaluate cost implications
- Determine regulatory requirements

Prototype Development – 2 Months
- Create prototypes for testing
- Conduct product testing (safety, efficacy, etc.)
- Refine prototypes based on feedback

Formulation and Trial – 2 Month
- Finalize product formulation
- Setting up equipment & training staff
- Conducting trial runs to optimize process for efficiency and quality

Regulatory Compliance – 1 Month
- Ensure compliance with Local FDA & CDSCO
- Obtain necessary certifications and approvals

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

Manufacturing Process – 1 Month
- Source ingredients and packaging materials
- Established manufacturing process

Marketing Strategy – 1 Month
- Develop marketing plan
- Determine pricing strategy
- Plan promotional activities

Launch Preparation – 2 Months
- Set launch date
- Prepare marketing materials
- Coordinate distribution logistics

Product Launch – 1 Month
- Launch product in target markets
- Monitor initial sales and customer feedback
- Adjust marketing strategies as needed

Post-Launch Evaluation Design – 1 Month
- Analyze sales performance
- Gather customer feedback
- Identify areas for improvement

Ideation to Launch for Imported Products

Regulatory Compliance – 10 Months

- Hire a regulatory consultant
- Review necessary product related documents of the Importer
- Apply for the license

Prototype Development – 1 Month

- Import product Samples
- Testing the samples
- Human Volunteer testing

Feasibility Analysis – 1 Month

- Assess technical feasibility
- Evaluate cost implications

Identification – 1 Month

- Evaluate Idea
- Conduct Concept Testing & Rank Ideas
- Shortlist the Ideas

Research & Ideation – 1 Month

- Market research
- Identify trends and consumer needs
- Brainstorm product ideas

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

Final Negotiations – 2 Months

- Appointment an executive for coordination
- Negotiate on the key terms including pricing
- Finalize the agreement

Marketing Strategy – 2 Months

- Develop marketing plan
- Determine pricing strategy
- Plan promotional activities

Launch Preparation – 1 Month

- Set launch date
- Prepare marketing materials
- Coordinate distribution logistics

Post-Launch Evaluation Design – 1 Month

- Analyze sales performance
- Gather customer feedback
- Identify areas for improvement

Product Launch – 1 Month

- Launch product in target markets
- Monitor initial sales and customer feedback
- Adjust marketing strategies as needed

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

For further information, please get in touch with :

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