KERALA AYURVEDA LTD (KAL) **12th November 2026**

KAL announces a turnaround quarter in Q2 27 with sequential operating EBITDA losses narrowing by Rs. 1.05Crs. (+370 bps) and a sequential operating revenue growth of 7.7%.

H1 FY 27 Revenue from Operations grew 8.7% to Rs.68.9 Crs. (vs. Rs.63.5 Crs. YA)
H1 27 Adjusted EBITDA losses narrow by Rs. 3.9Crs (-Rs.4.6 Crs vs -Rs. 8.5 Crs YA)

Tighter cost controls and margin efficiencies offset strong macro-economic headwinds over H1, keeping the company on track to hit Adjusted EBITDA breakeven by Q3.

Detailed Results

KAL faced **strong external headwinds over** H1:

- **Middle East tensions** affecting international travel leading to wellness retreat booking postponements
- **US economic situation impacting** US academy enrolments
- **Delay in debt raising closure** deferring capex-led revenue projects, working-capital challenges
- **Higher input costs** around plastic, oil derivatives etc.

With this context management made a deliberate choice to go deeper on cost control and margin efficiencies to ensure EBITDA breakeven and that choice is now delivering, visible in sequential and year on year growth.

H1 / Q2 FY 27 at a glance:

- **Revenue from operations – H1 27:** Rs.68.9 Crs., (+8.7% vs. YA); **Q2 27:** Rs.35.8 Crs., (+2.6% vs. YA)
- **Total Income – H1 27*:** Rs.69.9 Crs., **(**-6.3% vs. YA); **Q2 27:** Rs. 36.5 Crs., (-0.2% vs YA)
- **EBITDA – H1 27*:** Rs.-5.6 Crs., (-Rs.7.6 Crs. vs. YA); **Q2 27:** Rs.-2.1 Crs., (+Rs.1.2 Crs. vs. YA)
- **PBT – H1 27*:** Rs.-14.6 Crs., (-Rs.10.6 Crs. vs. YA); **Q2 27:** Rs.-6.4 Crs., (+Rs.0.5 Crs. vs. YA)
- **PAT – H1 27*:** Rs.-14.2 Crs., (-Rs.9.8 Crs. vs. YA); **Q2 27:** Rs.-6.1 Crs., (+Rs.0.3 Crs. vs. YA)

*Impacted by one-time income from land sale and forex benefits of Rs.9.5 Crs. in Q1 / H1 26

The Q2 27 sequential operating EBITDA losses narrowing by Rs.1.05 Crs. reflects **tighter cost controls across the business**: corporate staff costs down Rs.97 Lakhs (-7% QoQ) through consolidation of roles across functions; digital marketing spends down Rs.27 Lakhs (-17% QoQ) and customer discounting reduced by Rs. 7 Lakhs. **PBT** continues to carry a high interest burden behind **promoter loan interest of Rs.2.58 Crs.** in Q2. Rs. 12.5 Crs. of total promoter loan was converted in Oct 26.

Management re-iterates its confidence that KAL stays on track to hit monthly operating EBITDA breakeven over H2 27.

Segment Performance

Rs. in Crs.	Q2 FY 27	Q2 FY 26	Growth %	H1 FY 27	H1 FY 26	Growth %
Global E-Product	6.46	5.57	+15.8%	12.90	10.20	+26.5%
Global Health Services (Ex. US)	11.26	9.55	+17.9%	20.45	18.05	+13.3%
U.S Academy & Wellness Center	6.34	7.08	-10.4%	13.69	13.72	-0.2%
India Medical Sales	11.69	10.31	+13.4%	21.17	18.99	+11.5%
Revenue from Operations	35.75	34.84	+2.6%	68.94	63.45	+8.7%

- **Global E-Product (+16% Q2, +27% H1): India E-Product** Q2 grew 12.7% vs. YA despite reduced marketing spend with a shift of spends from paid search to lower cost channels. **US E-Product** Q2 grew 27.2%, led by strong growth in Amazon US.
- **Global Health Services ex. US (+18% Q2, +13% H1): The Health Village** Q2 grew 36% vs. YA behind higher capacity fill rates; **India Clinics** Q2 grew 18% behind the Clinic Growth Model; **Ayurvedagram** Q2 was up 12% and **Singapore Clinics** Q2 was up 17%.
- **US Academy & Wellness Center (-10% Q2, flat H1):** The **Academy** Q2 declined 16.6% vs. YA on lower certification enrolments amidst the US macro headwinds and the postponed India immersion; **Wellness Center** Q2 growth slowed to 4.3% on account of Vaidya availability amidst H-1B disruptions.
- **India Medical Sales (+13% Q2, +12% H1):** Q2 growth was driven by broad-based regional gains and strong institutional sales growth despite working capital led stock availability challenges.

FY 27 Outlook

KAL continues to expand its Global Health Services footprint, with new clinics planned in San Jose (California), Eindhoven (the Company's first clinic in Europe) and a new flagship clinic in India all set to open by Feb 27. Two new resorts are also in the pipeline: a second The Health Village property in Karwar, Karnataka (Nov 26) and a new Ayurvedagram property in Costa Rica (Feb 27). The company aims to close its JV for Ayurvedagram Bali over Q3. The Company is also transitioning to ERP-Next from October 2026 to strengthen real-time visibility across finance, inventory and operations.

KAL is on track to deliver **Rs.150 Crs. of revenue from operations** (+15% vs. YA) and halve its full year adjusted EBITDA losses vs. YA. KAL is on track to hit **monthly operating EBITDA breakeven over H2 27**.

KAL has begun the process of engaging investors on raising funds as part of a potential raise. Details to be shared at a later date.

Overall, the management is confident that Kerala Ayurveda remains on track for its Vision 2030 ambition of scaling consolidated revenue from Rs.100 Crs. in FY24 to Rs.1,000 Crs. by FY30.

About Kerala Ayurveda Limited

Kerala Ayurveda Ltd is one of the oldest (founded around 80 years ago) **full Spectrum Listed Ayurveda companies In the world.** The company enshrines the authentic, traditional form of **Ayurveda and Yoga from Kerala,** with an ancient lineage going back 5000 years. **Its footprint spans Academies, Wellness Resorts, Hospitals, Clinics, Products and Services across India & USA**. KAL has over 400 products and touches 100,000 patients / year. Kerala Ayurveda Academy, USA, based in California, has trained and certified over **3,500 'graduates'**. KAL has over 6,000 hours of education programs **certified by States of California and Washington in USA.**

To know more, please visit our websites.
India E-Product Website | Ayurvedagram Health Resort | US Academy | US E-Product Website

Safe Harbor

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