Quarterly Performance Update

Q3 FY-17

Kaya Limited

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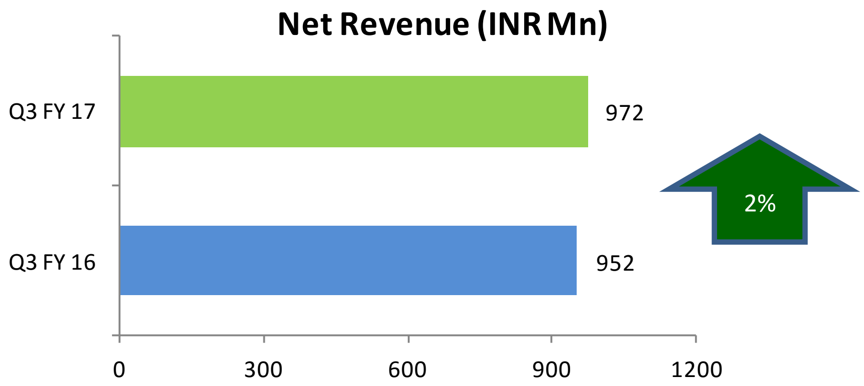
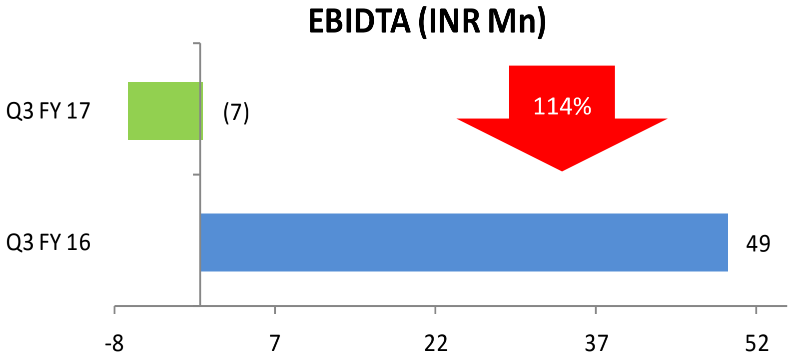
Kaya Group : Key Highlights – Q3 FY 17

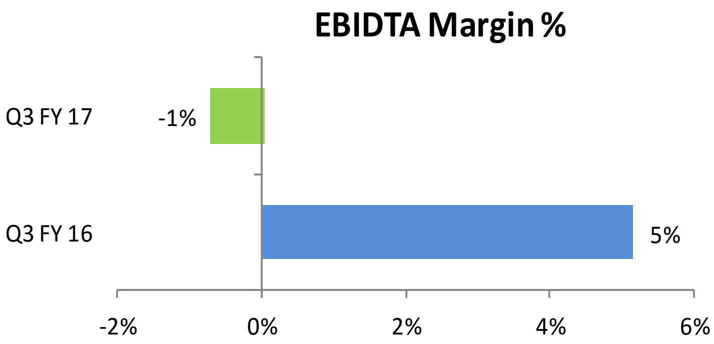
- **Net Revenue** (NR) for Q3 FY 17 at INR 972 Mn has grown by 2%. Same store growth (SSG: -1%)
  - SSG @ constant currency is -3%
- **EBIDTA** of INR -ve 7 Mn *(-1% of NR)* compared to EBIDTA of INR 49 Mn *(5% of NR)* in Q3 FY 16
- **PAT** at INR -ve 34 Mn (-4*% of NR)* as compared to INR 35 Mn *(4% of NR)* in Q3 FY 16.

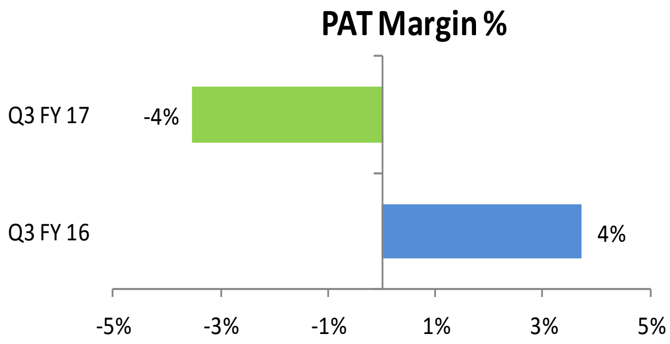
SSG: Same store growth

Financial Summary – Q3 FY17









Awards & Recognition

Kaya India -

•***"Asian Social Media & Digital Marketing Leadership Awards – CMO Asia" Award for Best Use of Social Media category.***

•***"Star Retailer's Awards 2016 - Franchise India" Award for Specialty Retailer of the Year, Best Loyalty Solution/Service Provider of the Year***

KME -

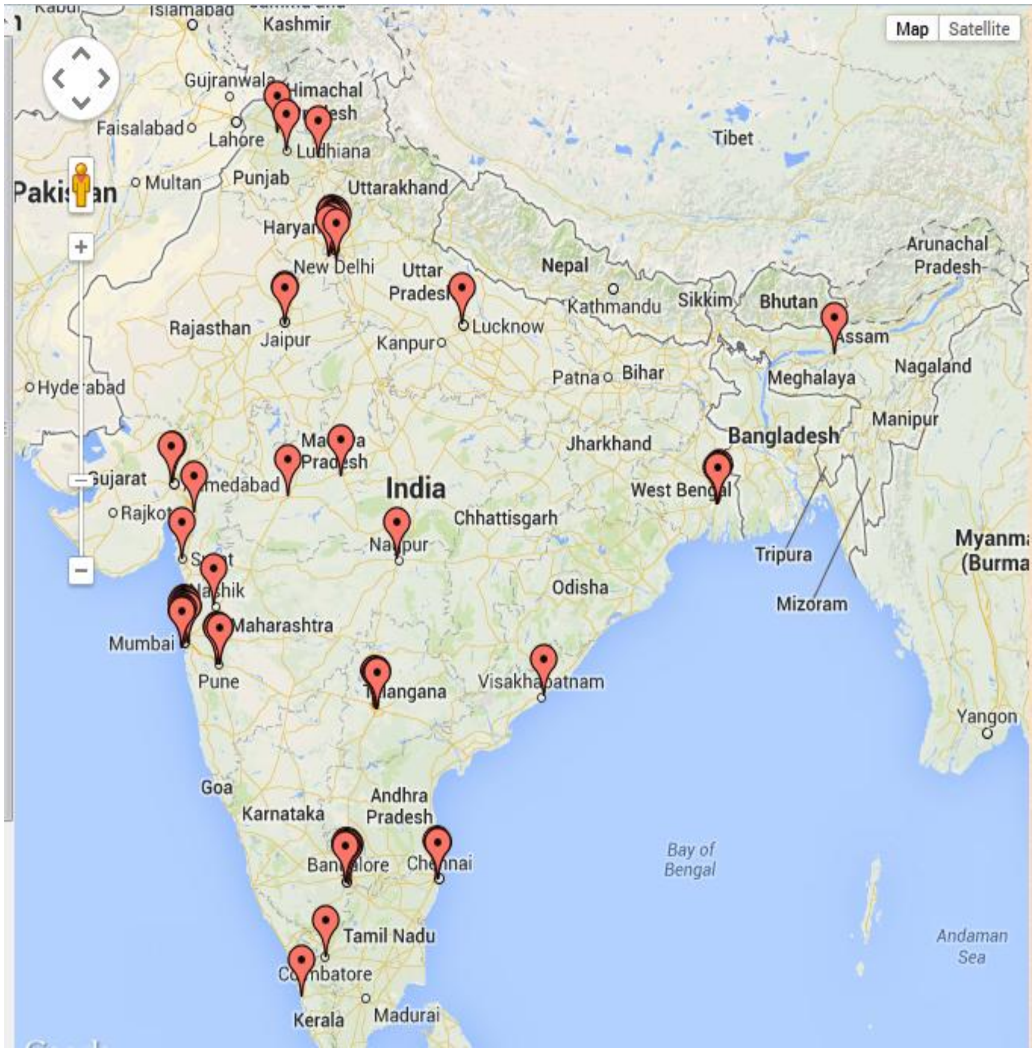
"Rewarded with Super brand award for the 7^{th} time in a row re-affirming its strong brand presence and quality standards"

Kaya India Region

Kaya India : Key Highlights

- **Net Revenue** for Q3 FY 17 at INR 456 Mn de-grew by 4% *(SSG: -7%*)
    - KSB - grew by 42% over PY
    - Ecommerce:- grew by 25% over Q3 LY
- **EBIDTA** at INR (55) Mn *(- 12% of NR)* compared to EBIDTA of INR (21) Mn *(- 4% to NR)* in Q3 LY
- **PAT** is INR (59) Mn *(- 13% of NR)* against INR (18) Mn *(- 4% of NR)* in Q3 LY
- **Revenue got impacted due to demonetization**
    - Cash collection was ranging around 45 % - 47% , which came down to 12 % –18% in Nov & Dec .
    - In January we have seen improvement and is around 25% -30% .
- **Key Initiatives :**
    - Launch of **Hair Care** services across 72 Clinics
        - **Hair Transplant launched in Mumbai , Delhi & Bengaluru** .
    - Rollout of E-Consultation model

Our Presence in India



The picture above just gives an idea of location and don't represent exact scale

102
Clinics

127
Kaya Skin Bars

27
Cities

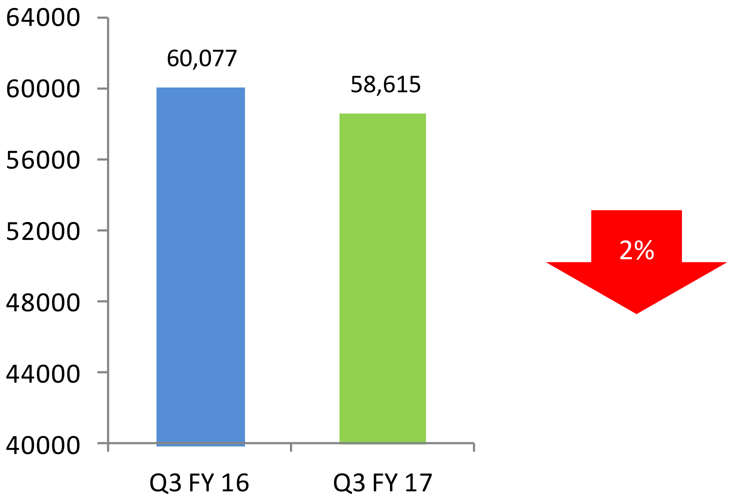
16
Indian states

Opened in Q3 FY 17
- ✓ 1 SIS -KSB

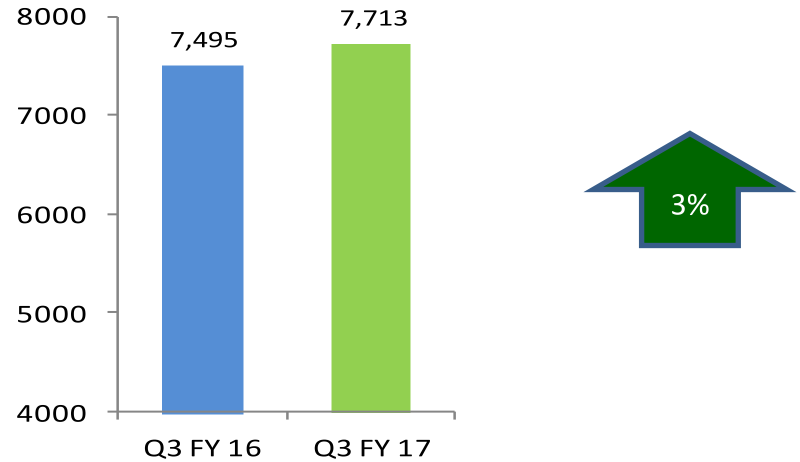
Closed in Q3 FY 17:

- ✓ 1 Clinic
- ✓ 1 KSB CoCo / 1 SIS

Operational Indicators – India (Clinics + E Com)



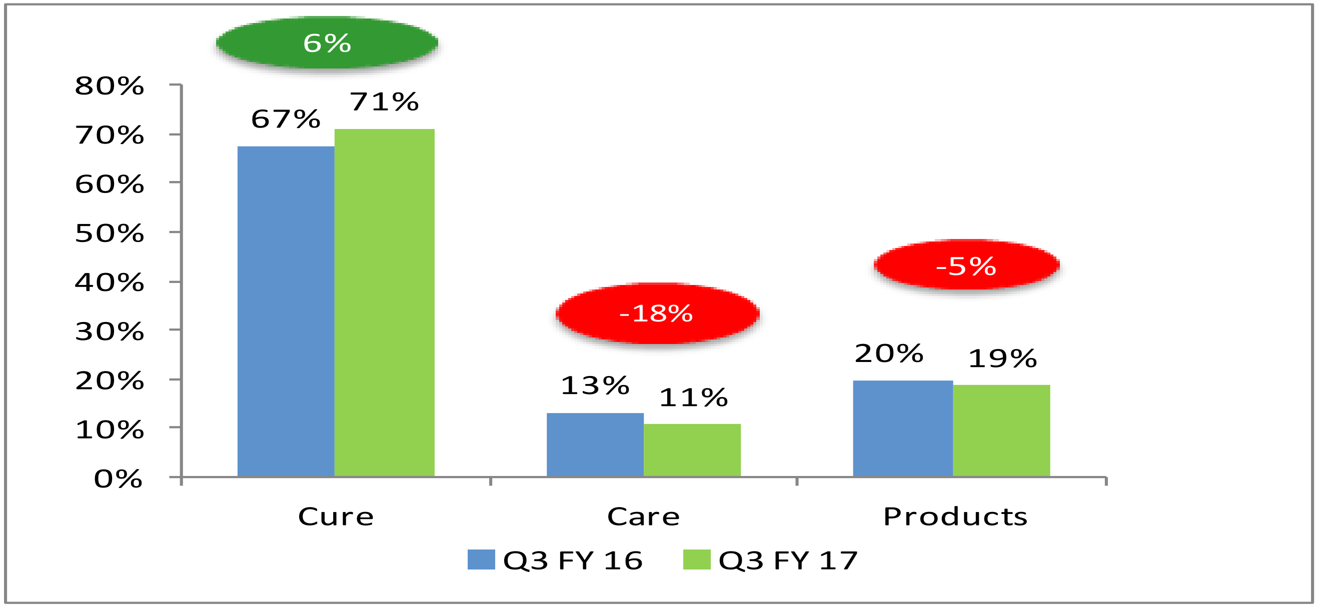
Customer count



Ticket Size (Rs)

- Customer Count degrew by 2% (SSG: -3%)
- Ticket Size grew by 3% over LY. (SSG: 2%)

Category Mix % - India (Clinics + E Com)



- Cure category grew by 6% (SSG: 2%) in Q3 FY 17
    - Hair Free category is driving the major growth
- Care vertical de-grew by 18% (SSG: -ve 20%) in Q3 FY 17
    - Beauty Facials category de-grew by 23% (SSG: -ve 24%)
- Product category *(including E commerce)* de-grew by 5% (SSG: - 8%) in Q3 FY 17.
    - Revenue from Overall Products category *(including KSB formats)* degrew by 1%

Kaya Middle East Region

Kaya Middle East : Key Highlights

- **Net Revenue** at INR 516 Mn for Q3 FY 17 has grown by 8%. Same store growth (SSG : 6%).
  - *SSG @ constant currency for Q3 FY 17 is 1%*
- On SSG basis **Ticket size** grew by 4% & **Customer count** has de-grown by 8%; over Q3 FY 16
- **EBIDTA** of INR 48 Mn *(9% of NR)* compared to EBIDTA of INR 70 Mn *(15% of NR)* in Q3 FY 16
- **PAT** at INR 24 Mn *(5% of NR)* is same as INR 54 Mn *(11% of NR)* in Q3 FY 16
- Two Clinics were not in operation partially during the quarter , impacted revenue & Profit
- **<u>New initiative</u>**
  - The acquisition compliance of Minal clinics (Dubai & Sharjah) is in process.
  - One clinic under fit out , schedule to launch in March 2017.

SSG: Same store growth

Our Presence in GCC…

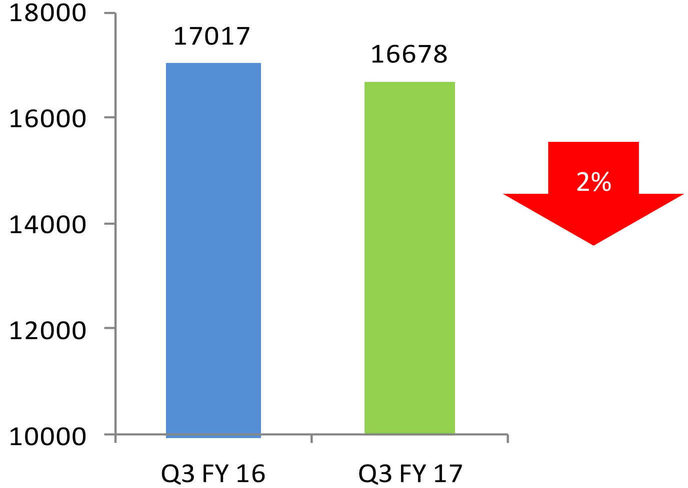
21
Clinics

4
Countries

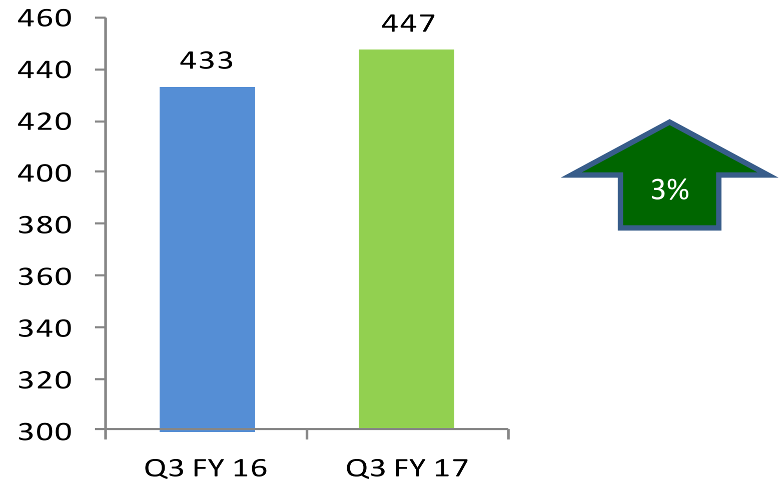
10
Cities

The picture above just gives an idea of location and don't represent exact scale

Operational Indicators – Middle East



Customer count

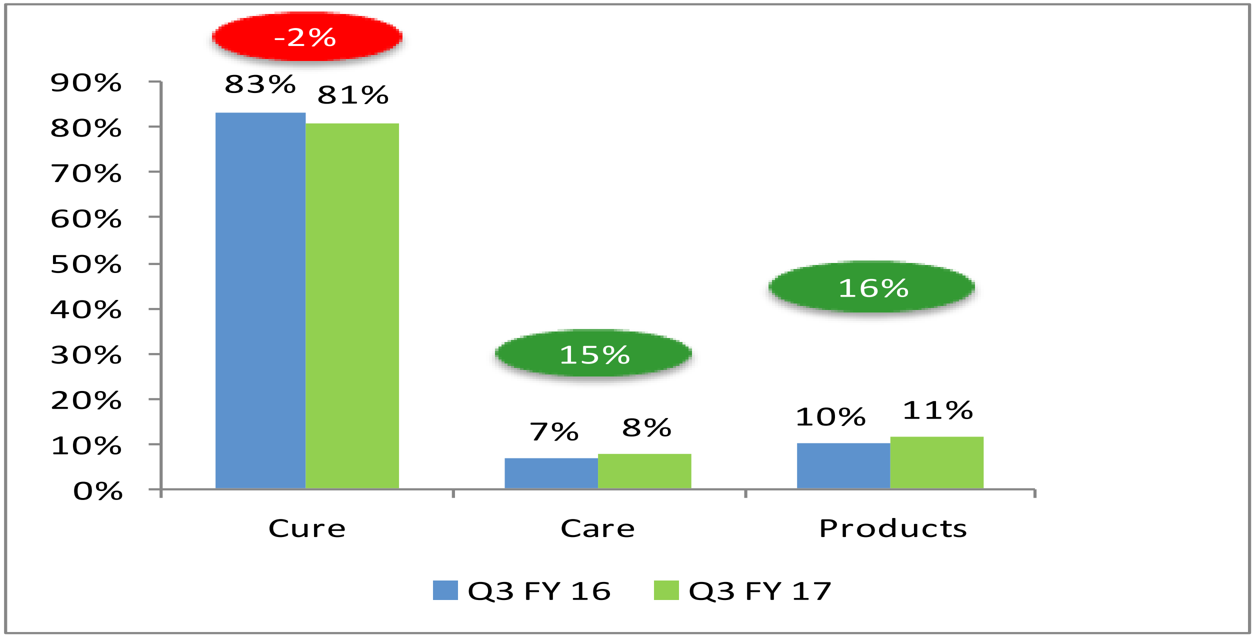


Ticket Size (USD)

- Customer count de-grew by 2% (SSG: -8%) over Q3 LY.
- Ticket size growth is 3% (SSG: 4%) over Q3 LY

On constant currency basis

Category Mix % - KME Region



- Cure category de-grew by 2% (SSG: -ve 8%) in Q3 FY 17.
  - Hair free technology scale up in all clinics helped to drive growth.
- Care vertical grew by 15% (SSG: 10%) in Q3 FY 17
- Product category grew by 16% (SSG: 14%) in Q3 FY 17

On constant currency basis

Financials – Q3 FY 17

Financial Highlights : Kaya Group

Particulars (INR Mn)	Q3 FY 16	Q3 FY 17
Collection	964	1006
Net Revenue	952	972
EBIDTA	49	-7
Operating Margin	8	-56
Other Income	28	22
PAT	35	-34

4%

2%

Collection SSG -1%
-3% @ constant currency

Net Revenue SSG -1%
-3% @ constant currency

EBIDTA is -1% , against 5% LY

Operating margin at -6%, against 1% of Q3 LY

PAT at -4% against 4% in Q3 LY

SSG: Same store growth

Financial Highlights : India

Particulars (INR Mn)	Q3 FY 16	Q3 FY 17
Collection	480	496
Net Revenue	476	456
EBIDTA	-21	-55
Operating Margin	-46	-82
Other Income	28	23
PAT	-18	-59

3%

4%

Collection SSG (Clinics) -1%

Net Revenue SSG (Clinics) -7%

EBIDTA margin at - 12 % against - 4% of Q3 LY

Operating margin at - 18% against - 10 % Q3 LY. Depreciation in Q3 FY 17 at Rs 27 Mn, grew by 9% as compared to Q3 LY.

PAT at - 13% against - 4% in Q3 LY

SSG: Same store growth

Financial Highlights : Middle East

Particulars (INR Mn)	Q3 FY 16	Q3 FY 17
Collection	484	510
Net Revenue	476	516
EBIDTA	70	48
Operating Margin	54	26
PAT	54	24

5%

8%

Collection SSG -1%
-5% @ constant currency

Net Revenue SSG 6%
1% @ constant currency

EBIDTA margin at 9% against 15% Q3 LY

Operating margin at 5% against 11% Q3 LY. Depreciation for Q3 FY 17 at 22 Mn, grew by 33% as compared to Q3 LY

PAT at 5% against 11% Q3 LY

SSG: Same store growth

In case of any clarifications please contact on

investorrelations@kayaindia.net

Thank you