Quarterly Performance Update

Q2 FY-17

Kaya Limited

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Kaya Group : Key Highlights – Q2 FY 17

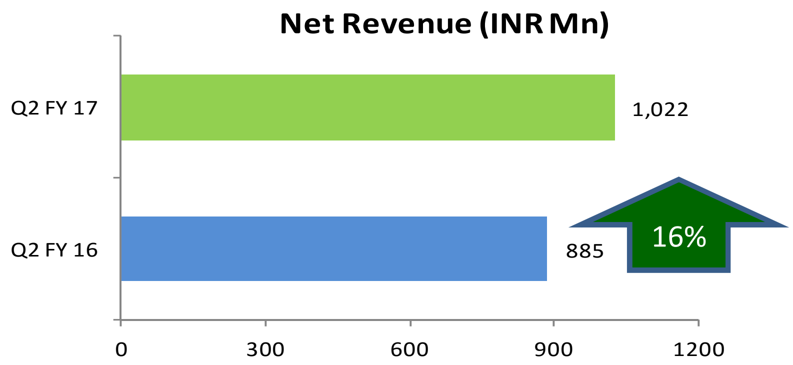
- **Net Revenue** (NR) for Q2 FY 17 at INR 1022 Mn has grown by 16%. Same store growth (SSG: 13%)
  - SSG @ constant currency is 11%

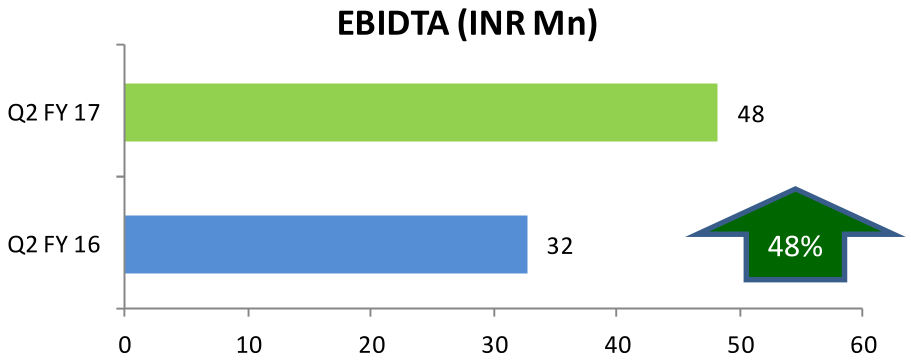
- **EBIDTA** of INR 48 Mn *(5% of NR)* compared to EBIDTA of INR 32 Mn *(4% of NR)* in Q2 FY 16 , growth of 48% , majorly due to better performance of new clinics & reduction in losses in Kaya India .

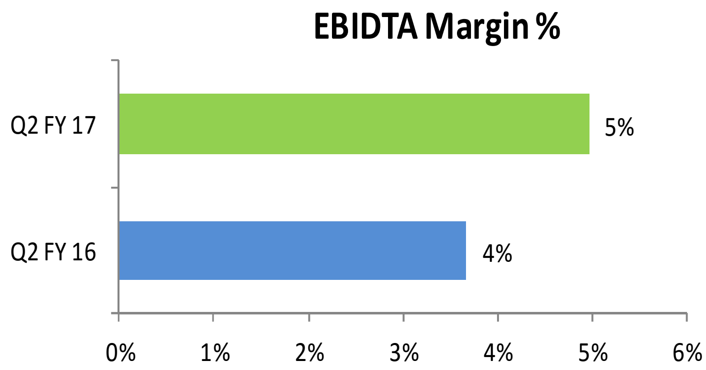
- **PAT** at INR 27 Mn (3*% of NR)* as compared to INR 26 Mn *(3% of NR)* in Q2 FY 16 , 3% growth due to increased depreciation & lower other income .

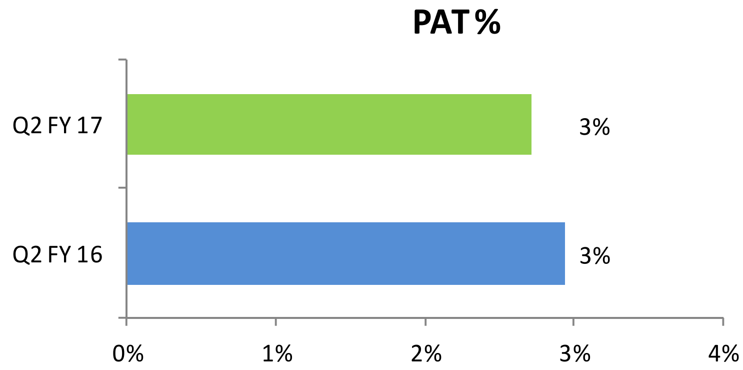
SSG: Same store growth

Financial Summary – Q2 FY17









Awards & Recognition

India –

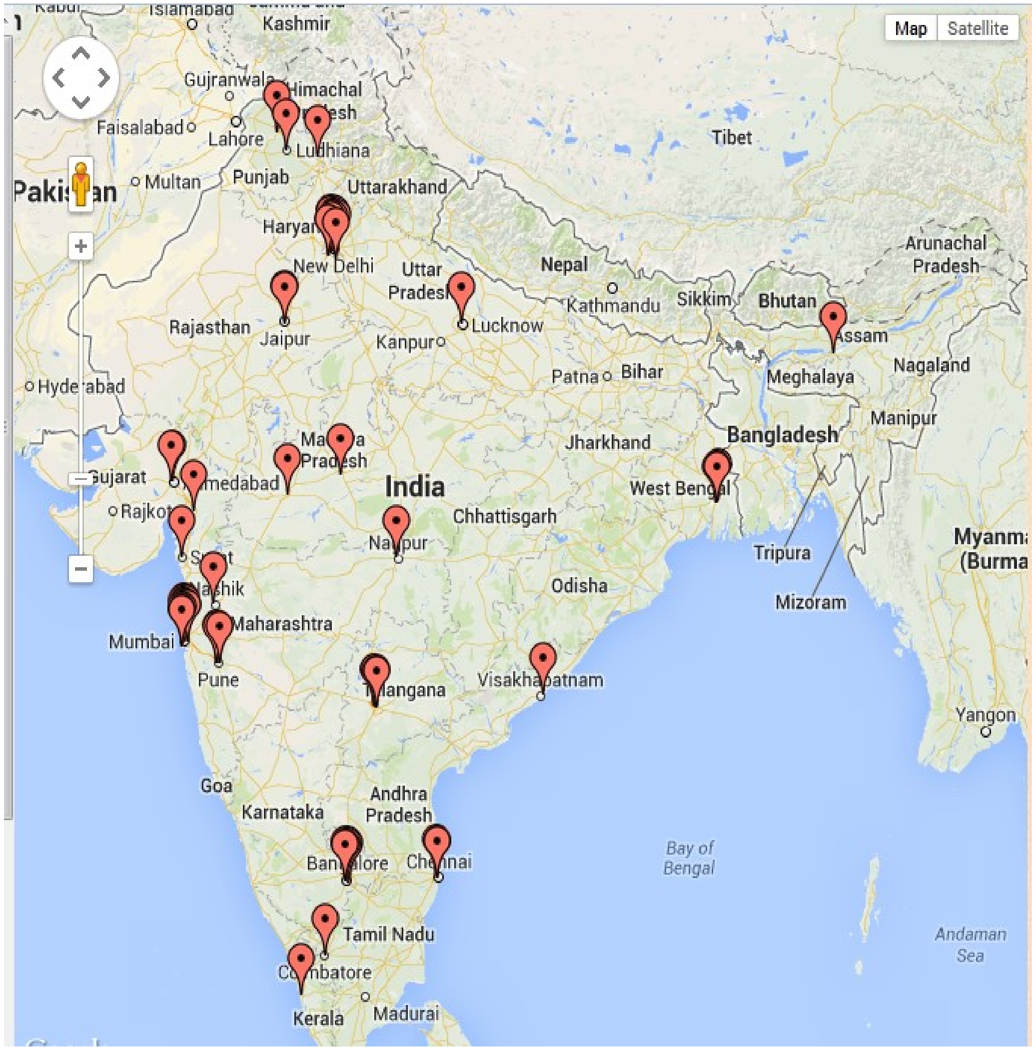
- ***"Healthcare Excellence Awards- CIMS" – Award for Best Cosmetic Solution Provider Co.***
- ***"Asia Awards for Excellence in Branding & Marketing- CMO" - Award for Best Loyalty Program & Brand Excellence in Beauty, Wellness Sector***
- ***"Digital campaign of the year" – Award for Best online /Digital Marketing Campaign***

Kaya India Region

Kaya India : Key Highlights

- **Net Revenue** for Q2 FY 17 at INR 492 Mn has grown by 8% *(SSG:5%)*
  - **Ecommerce** NR at Rs 8 Mn grew by 113% over Q2 LY, contributing 9% of Product revenue.
- **EBIDTA** at INR (19) Mn *(- 4% of NR)* compared to EBIDTA of INR (29) Mn *(- 6% to NR)* in Q2 LY. ,
  - EBDITA loss reduced by 35% due to better performance of new clinics
- **PAT** is INR (20) Mn *(- 4 of NR)* against LY Q2 profit of INR (19) Mn *(- 4% of NR)*
- **Key Initiatives :**
  - Launch of Hair Care services across 72 Clinics
  - Rollout of E-Consultation model .

Our Presence in India



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

103
Clinics

128
Kaya Skin Bars

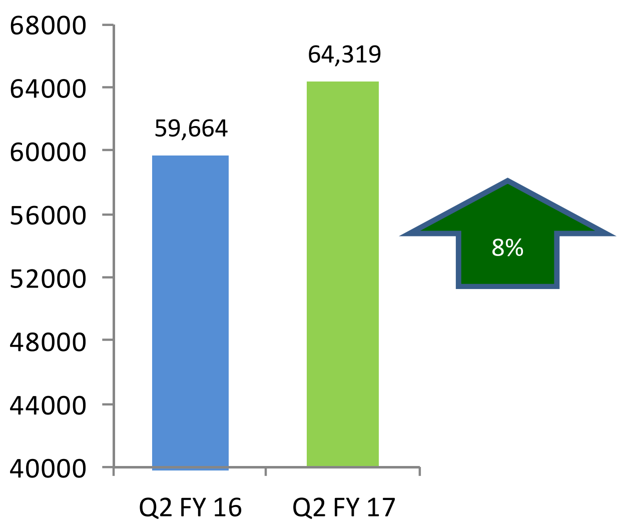
27
Cities

16
Indian states

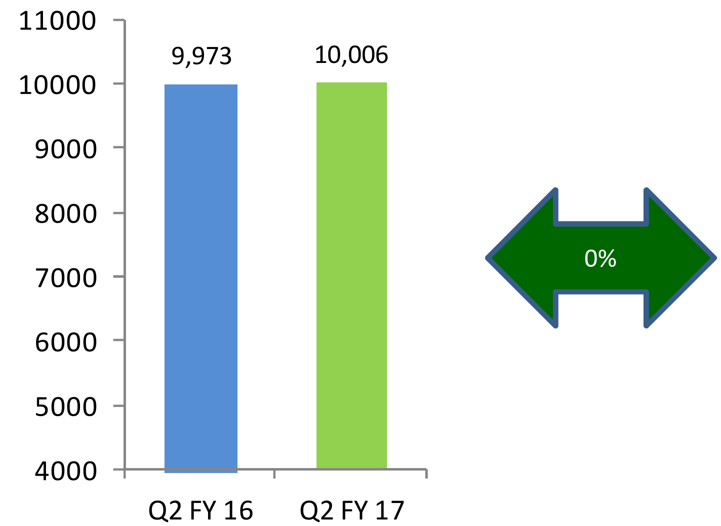
Opened in Q2 FY 17
- ✓ 1 SIS –KSB
- ✓ 1 Clinic & 1 KSB CoCo / 5 SIS closed in Q2FY17

kaya skin clinic

Operational Indicators – India (clinics only)



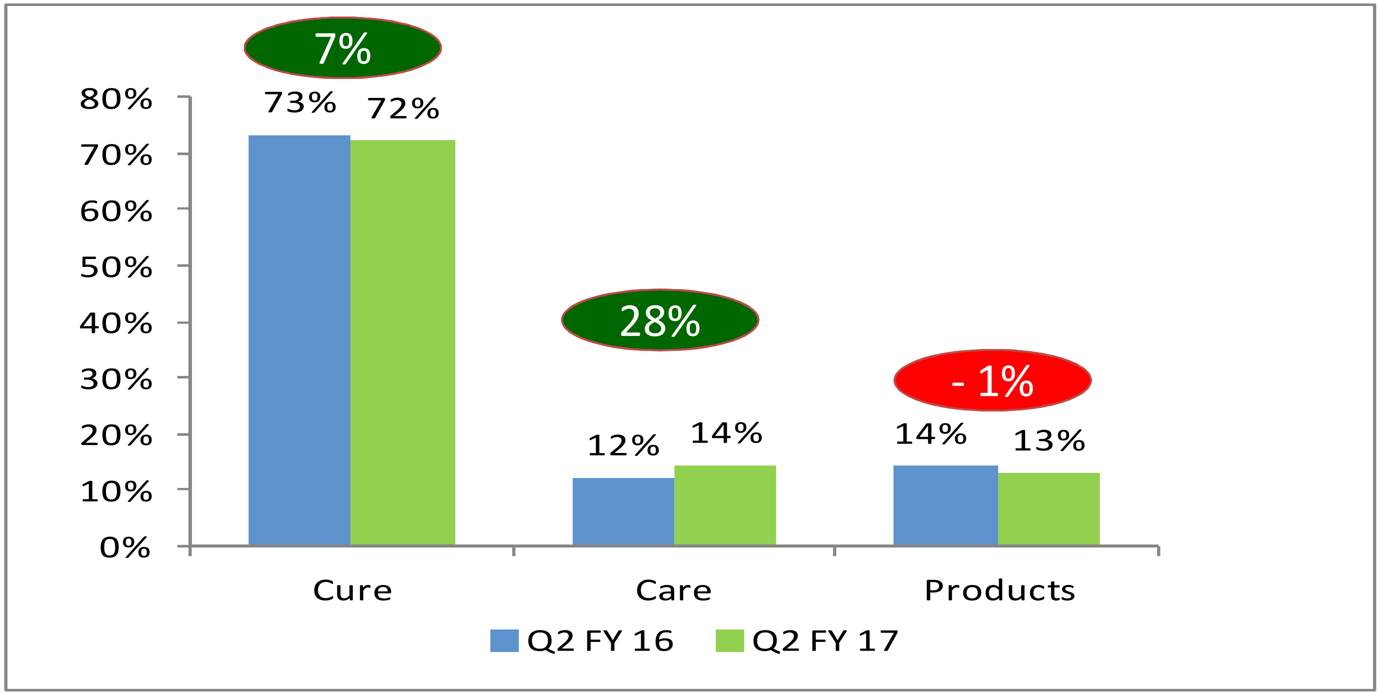
Customer count



Ticket Size (Rs)

- Customer count grew by 8% over LY. (SSG: 3.5%)
- Ticket size growth flat.

Category Mix % - India (clinics only)



- Cure category has grown by 7% (SSG: 2%) in Q2 FY 17
- Care Category (Facials) grew by 28% (SSG: 24%) in Q2 FY 17
- In Clinic Product sales de-grew by 1% (SSG: - 4%) in Q2 FY 17.

- **Products category** *(including KSB formats)* grew by 12% ,
  - KSB as a product channel has grown by 74% over LY –Q2 .

Kaya Middle East Region

Kaya Middle East : Key Highlights

- **Net Revenue** at INR 530 Mn for Q2 FY 17 has grown by 24%. Same store growth (SSG : 20%).
  - *SSG @ constant currency for Q2 FY 17 is 16%*

- **Ticket size** grew by 5% over Q2 FY 16

- **EBIDTA** of INR 67 Mn *(13% of NR)* compared to EBIDTA of INR 61 Mn *(14% of NR)* in Q2 FY 16

- **PAT** at INR 47 Mn *(9% of NR)* is same as INR 45 Mn *(10% of NR)* in Q2 FY 16

- **<u>New initiative</u>**
- In September 2016, Kaya Middle East DMCC, has entered into a agreement for acquiring 75% beneficial interest in two clinics a Minal Medical Centre, Dubai and Minal Specialized Clinic Dermatology, Sharjah. Both of the Company is in the process of fulfilling certain conditions precedent and obtaining the requisite statutory approvals for acquisition to be effective.

SSG: Same store growth

Our Presence in GCC…

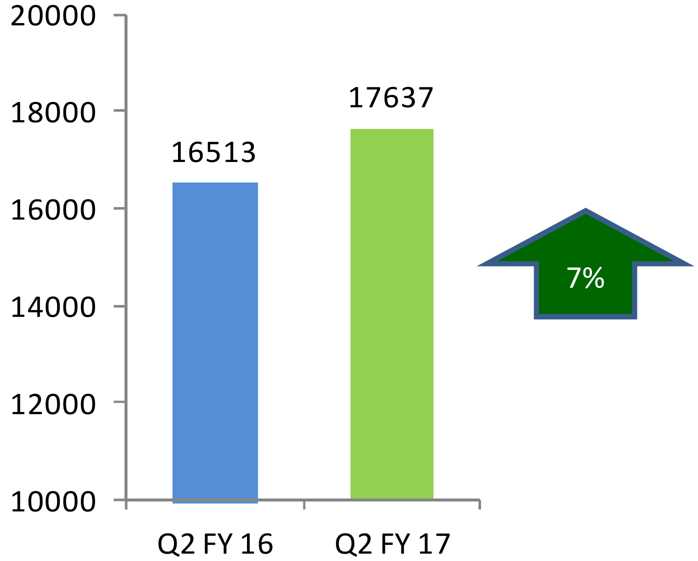
21
Clinics

4
Countries

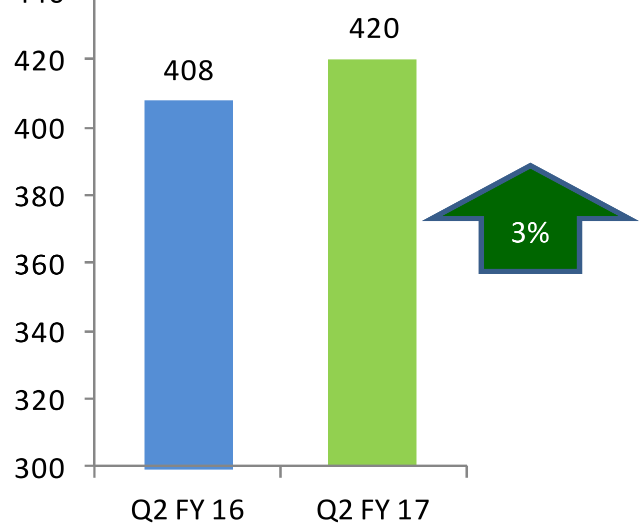
10
Cities

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

Operational Indicators – Middle East



Customer count

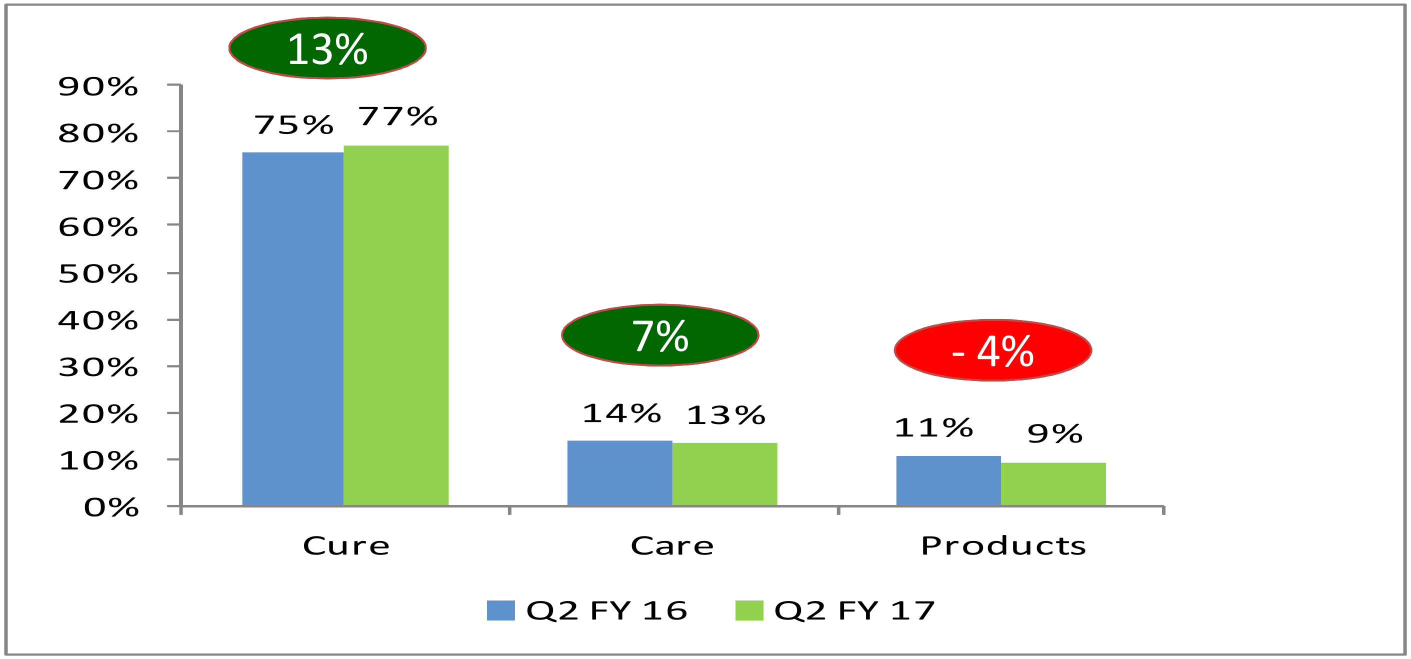


Ticket Size (USD)

- Customer count has grown by 7% (SSG: 1%) over Q2 LY.
    - Growth in Hair Free category is driving the overall customer count growth
- Ticket size growth is 3% (SSG: 5%) over Q2 LY

On constant currency basis

Category Mix % - KME Region



- Cure category has grown by 13% (SSG: 8%) in Q2 FY 17.
  - Hair free technology scale up in all clinics helped to drive growth.
- Care category grew by 7% (SSG: - 2%) in Q2 FY 17
- Product category de-grew by 4% (SSG: - 1%) in Q2 FY 17

On constant currency basis

Financials – Q2 FY 17

Financial Highlights : Kaya Group

Particulars (INR Mn)	Q2 FY 16	Q2 FY 17
Collection	1062	1171
Net Revenue	885	1022
EBIDTA	32	48
Operating Margin	-7	1
Other Income	33	27
PAT	26	27

10%

16%

Collection SSG 8%
6% @ constant currency

Net Revenue SSG 13%
11% @ constant currency

EBIDTA at 5% against 4% LY

Operating margin at flat
Against -1% of Q2 LY

PAT at 3% against 3% in
Q2 LY

SSG: Same store growth

Financial Highlights : India

Particulars (INR Mn)	Q2 FY 16	Q2 FY 17
Collection	625	676
Net Revenue	456	492
EBIDTA	-29	-19
Operating Margin	-51	-46
Other Income	32	25
PAT	-19	-20

12%

13%

Collection SSG (Clinics) 7%

Net Revenue SSG (Clinics) 5%

EBIDTA margin at - 4 % against - 6% of Q2 LY

Operating margin at - 9% against - 11 % in Q2 LY. Depreciation in Q2 FY 17 at Rs 27 Mn, grew by 19% as compared to Q2 LY.

PAT at - 4% against - 4% in Q2 LY

SSG: Same store growth

Financial Highlights : Middle East

Particulars (INR Mn)	Q2 FY 16	Q2 FY 17
Collection	437	496
Net Revenue	428	530
EBIDTA	61	67
Operating Margin	45	46
PAT	45	47

13%

24%

Collection SSG 10%
6% @ constant currency

Net Revenue SSG 20%
16% @ constant currency

EBIDTA margin at 13% against 14% Q2 LY impacted by new clinic in Kuwait

Operating margin at 9% against 10% in Q2 LY. Depreciation for Q2 FY 17 at 21 Mn, grew by 25% as compared to Q2 LY

PAT at 9% against 10% in Q2 LY

SSG: Same store growth

In case of any clarifications please contact on

investorrelations@kayaindia.net

Thank you