Quarterly Performance Update

Q3 FY-16

Kaya Limited

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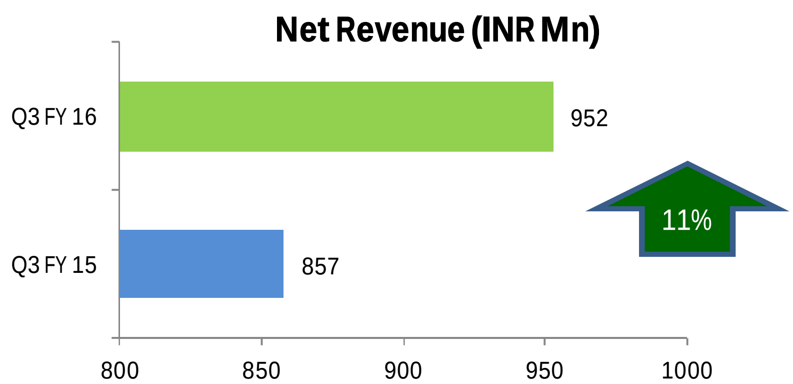
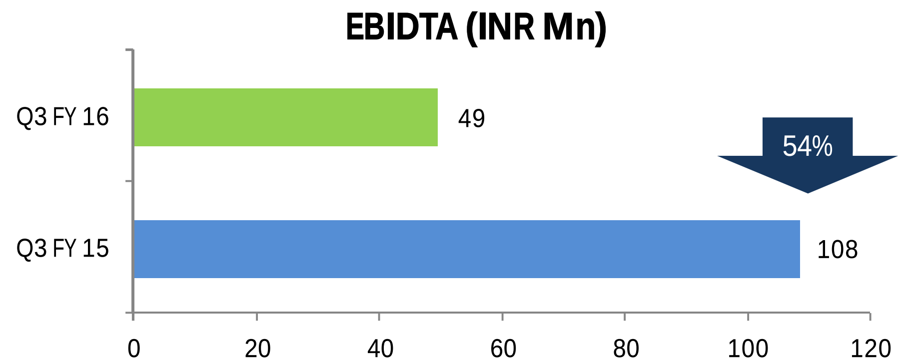
Kaya Group : Key Highlights – Q3 FY 16

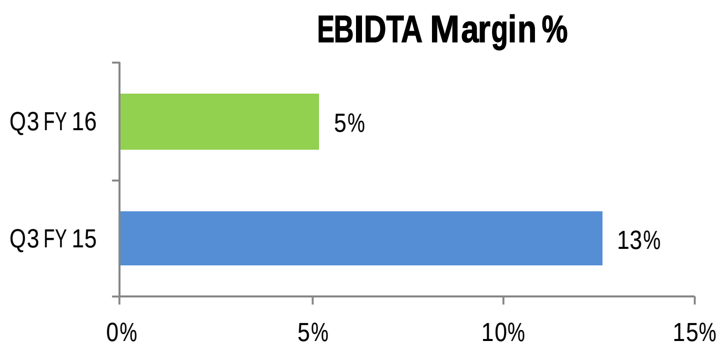
- **Net Revenue** (NR) for Q3 FY 16 at INR 952 Mn has grown by 11%. Same store growth (SSG) is 7%
  - SSG @ constant currency is 3%
- **EBIDTA** of INR 49 Mn *(5% of NR)* compared to EBIDTA of INR 108 Mn *(13% of NR)* in Q3 FY 15.
  - Like to like EBIDTA is INR 83 Mn *(9% of NR)* as compared to INR 113 Mn *(13% of NR)* in Q3 FY 15
- **PAT** at INR 35 Mn *(4% of NR)* as compared to INR 116 Mn *(14% of NR)* in Q3 FY 15.
  - Like to Like PAT is INR 76 Mn *(8% of NR)* vs INR 123 Mn *(15% of NR)* in Q3 FY 15
- **Expansion / Acquisition**
  - India - 1 clinics and 37 KSBs doors (16 SIS and 21 Modern trade) opened in Q3 FY 16
  - Middle East - Acquisition of 1 clinic in Abu Dhabhi region in Dec 15

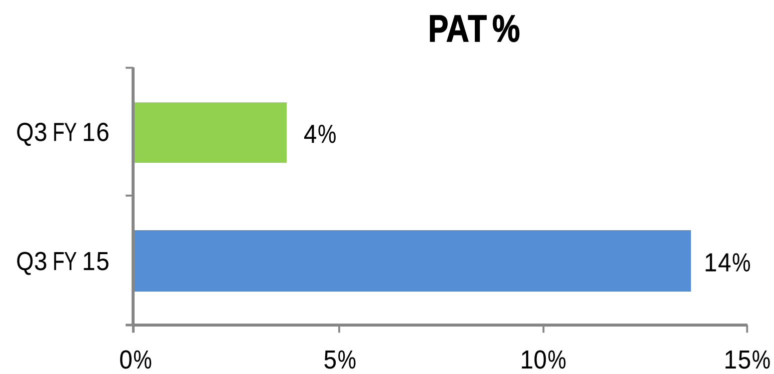
SSG: Same store growth

Financial Summary – Q3 FY16









- *EBIDTA and PAT margins in Q3 FY 16 is impacted by New clinics / skin bars openings.*

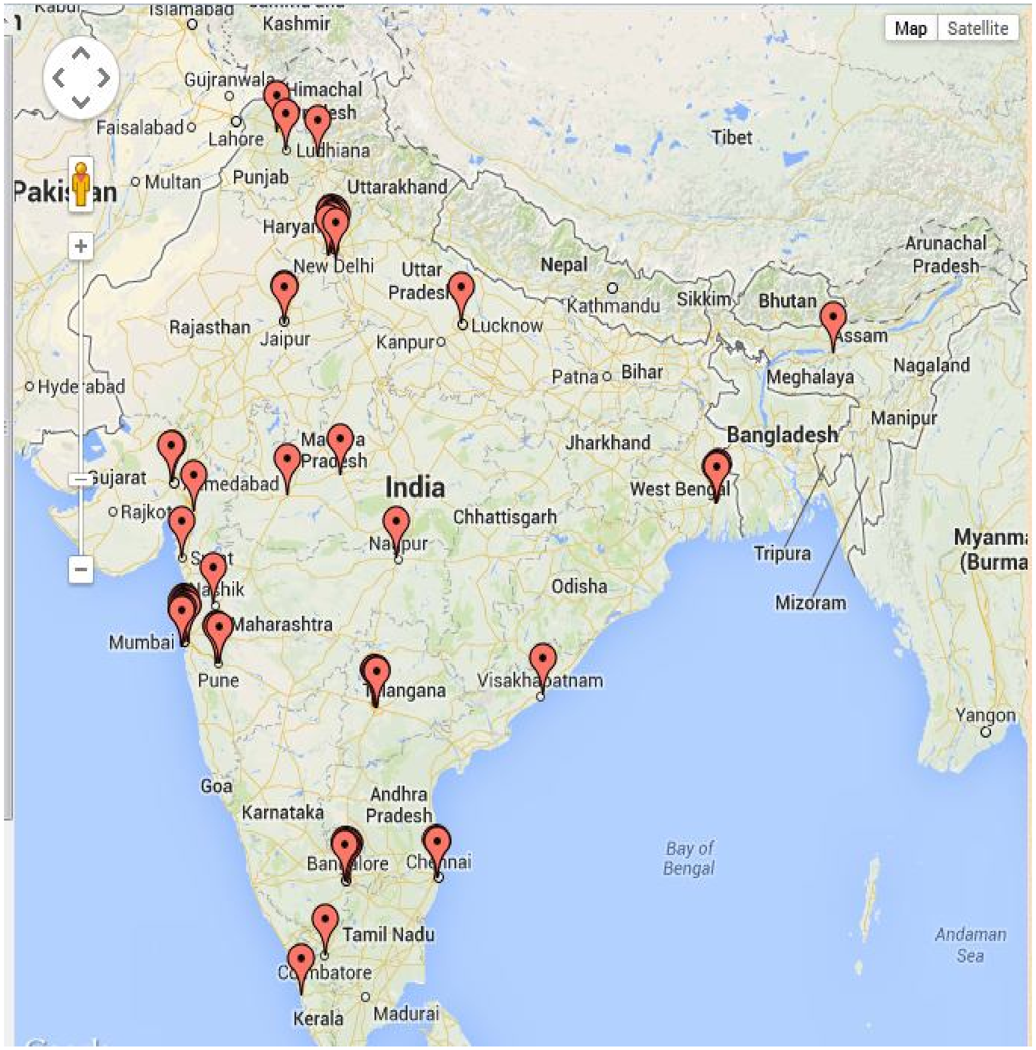
Kaya India Region

Kaya India : Key Highlights

- **Collections** for Q3 FY 16 has grown by 8%. Same store growth (SSG) is (3)%.
- **Net Revenue** for Q3 FY 16 at INR 476 Mn has grown by 7% *(SSG: 3%)*.
- ***EBIDTA INR (21) Mn (-4% of NR) compared to EBIDTA of INR.29 Mn (7% to NR) in Q3 LY.***
  - Like to Like EBIDTA at INR 11 Mn *(3% of NR) against INR 37 Mn (9% of NR)*
- ***PAT is INR (18) Mn (-4% of NR) against LY Q3 profit of INR.50 Mn (11% of NR)***
  - Additional Depreciation of INR 7 Mn *(growth of 42%)* on account of investments in existing clinics and new openings.
- **Ecommerce** grew by 95% over Q3 LY, contributing 12% of overall product sales in Q3 FY 16
- **Key Initiatives :**
  - ***Expansion:*** *1 clinics and 37 KSB doors (16 SIS and 21 Modern trade) opened in Q3 FY 16*
  - *2 Products - Comedone control and Blemish Control re-launched in Dec -16*

SSG: Same store growth

Our Presence and still expanding...



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

107
Clinics

104
Kaya Skin Bars
(Kiosk / Store / SIS / MT)

27
Cities

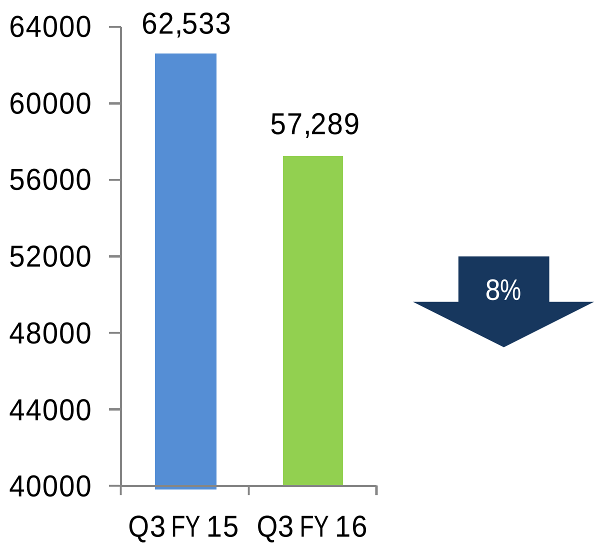
16
Indian states

New Openings – Q3 FY 16:

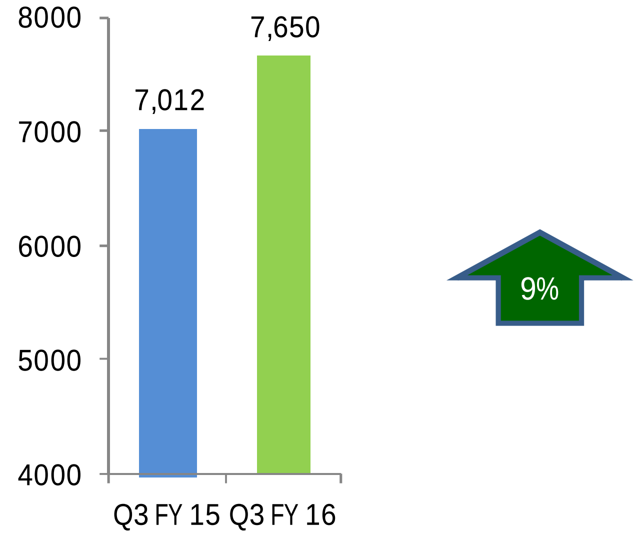
✓ 1 Clinic

✓ 37 KSB touch points *(16 SIS and 21 MT)*

Operational Indicators – India (clinics only)



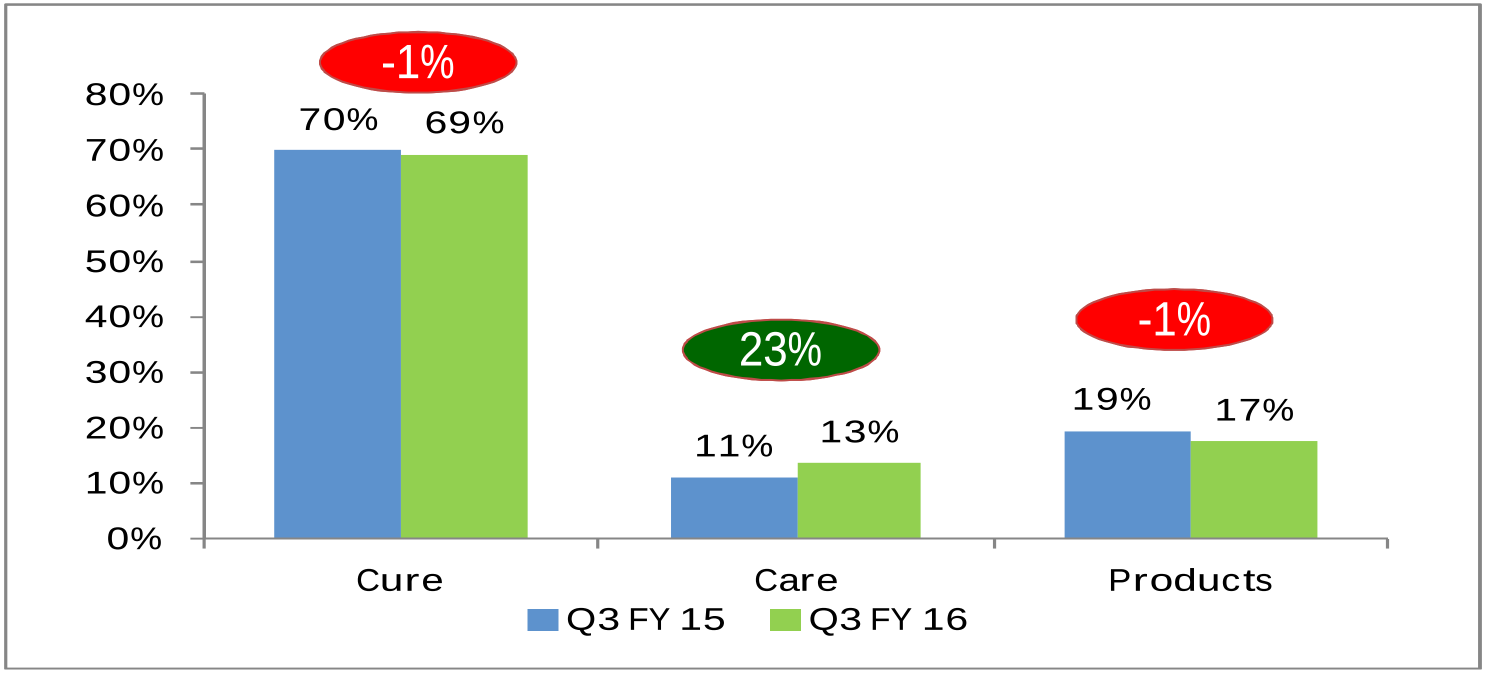
Customer count



Ticket Size (Rs)

- Ticket size grew by 9% (SSG: 11%).
  - Technology investments have helped improve ticket size and upgrade Mix
- Customer count de-grew by (8)% over LY. (SSG: (15)%)

Category Mix % - India (clinics only)



- Cure category has de-grown by 1% (SSG: (5)%) in Q3 FY 16
- Care vertical grew by 23% (SSG: 15%) backed by PAN India Introduction of New Beauty Facials in Q4 FY 15.
- Product category *(including E commerce)* de-grew by (1)% (SSG: (7)%) in Q3 FY 16.
  - Overall Products category *(including KSB formats)* grew by 28%
  - 2 discontinued products got re-launched in mid Dec 15.

Kaya Middle East Region

Kaya Middle East : Key Highlights

- **Net Revenue** at INR 476 Mn for Q3 FY 16 has grown by 15%. Same store growth (SSG) is 15%.
  - *SSG @ constant currency for Q3 FY 16 is 8%*
- On SSG basis **Customer count** has grown by 8%; **Ticket size** grew by 3% over Q3 FY 15
- **EBIDTA** of INR 70 Mn *(15% of NR)* compared to EBIDTA of INR 82 Mn *(20% of NR)* in Q3 FY 15
- **PAT** at INR 54 Mn *(11% of NR)* as against INR 70 Mn *(17% of NR)* in Q3 FY 15
  - Additional depreciation of INR 5 Mn *(growth of 43%)* on account of investments in existing clinics.
- **Key Initiatives** :
  - Acquisition of one clinic in Abu Dhabi region in Dec 15

SSG: Same store growth

Our Presence

20
Clinics

3
Countries

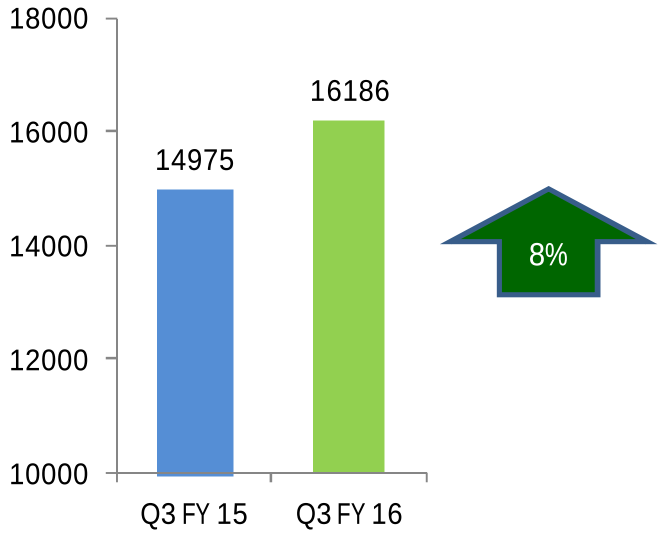
8
Cities

Acquisition – Q3 FY 16:

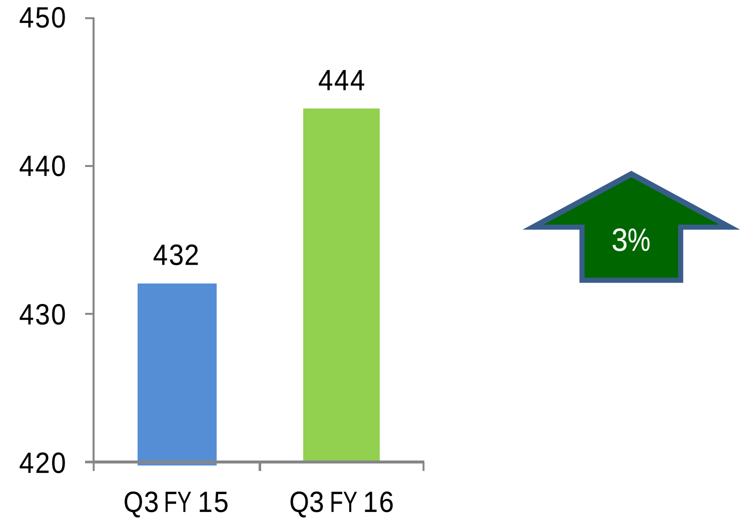
✓ 1 Clinic

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

Operational Indicators – Middle East



Customer count

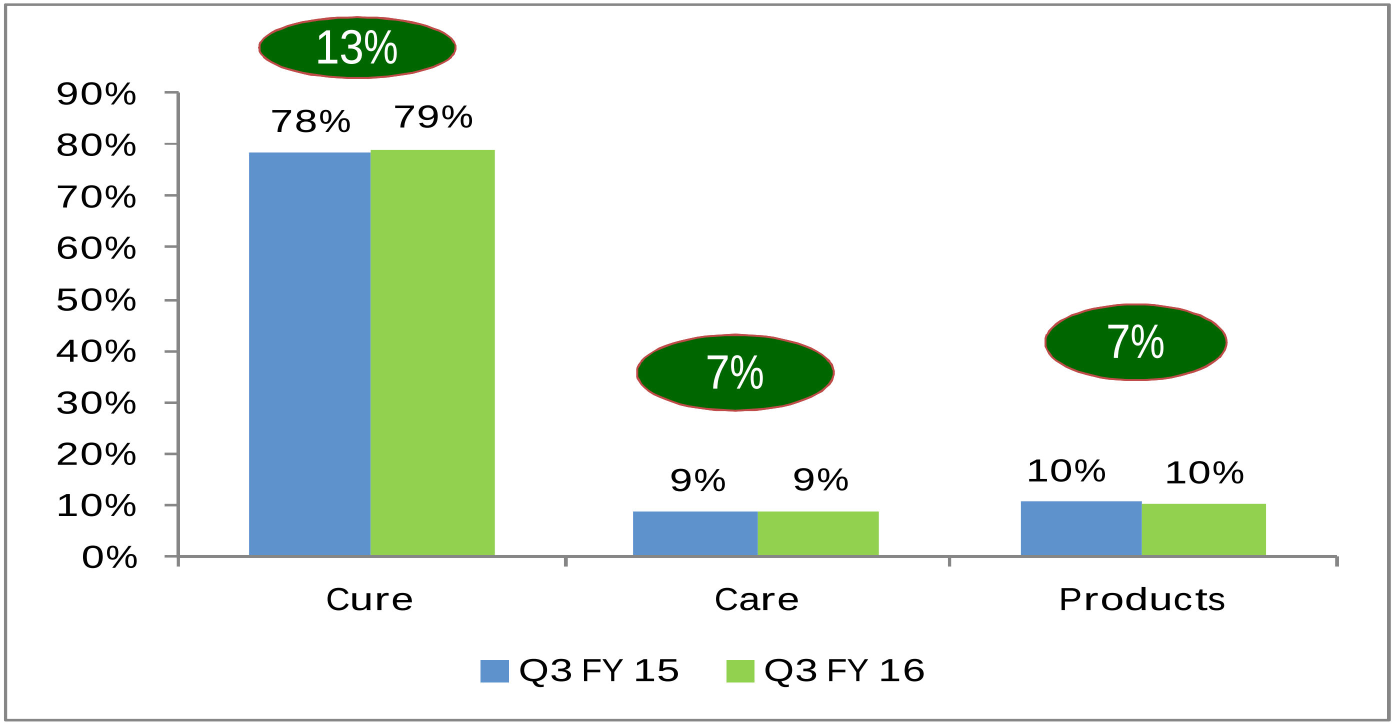


Ticket Size (USD)

- Customer count grew by 8% over LY.
  - Technology investment have helped to improve the customer base
- Ticket size grew by 3%.

On constant currency basis

Category Mix % - KME Region



- Cure category has grown by 13% (SSG: 11%) in Q3 FY 16.
  - Hair free technology scale up in UAE (7) & Oman (1) helped to drive growth
- Care vertical grew by 7% (SSG: 14%) in Q3 FY 16
- Product category grew by 7% (SSG: 6%) in Q3 FY 16

On constant currency basis

Financials – Q3 FY 16

Financial Highlights : Kaya Group

Particulars (INR Mn)	Q3 FY 15	Q3 FY 16
Collection	860	971
Net Revenue	857	952
EBIDTA	108	49
Operating Margin	78	7
Other Income	38	28
PAT before Exception	116	35
PAT post Exception	116	35

13%

11%

Collection SSG 7%
3% @ constant currency

Net Revenue SSG 9%
5% @ constant currency

EBIDTA at 5% against 13% LY

Like to Like EBIDTA at 9% of NR against 13% in Q3 LY

Operating margin at 0.8% against 9% of LY

Operating margin is impacted by INR 12 Mn on account of higher depreciation on Technology investments & Expansion

PAT at 4% against 14% in Q3 FY 15

SSG: Same store growth

Financial Highlights : India

Particulars (INR Mn)	Q3 FY 15	Q3 FY 16	
Collection	451	486	8%
Net Revenue	444	476	7%
EBIDTA	29	-21	
Operating Margin	12	-46	
Other Income	38	28	
PAT	50	-18	

Collection SSG (3)%

Net Revenue SSG 3%

EBIDTA margin at (4)% against 7% of LY

Like to Like EBIDTA at 3% against 9% LY

Operating margin at (10)% against 3% LY

Operating margin is impacted by INR 7 Mn on account of higher depreciation on technology investments & Expansion

SSG: Same store growth

Financial Highlights : Middle East

Particulars (INR Mn)	Q3 FY 15	Q3 FY 16
Collection	408	484
Net Revenue	413	476
EBIDTA	82	70
Operating Margin	70	53
PAT	70	54

19%

15%

Collection SSG 18%
11% @ constant currency

Net Revenue SSG 15%
8% @ constant currency

EBIDTA margin at 15% against 20% LY

Operating margin at 11% against 17% LY

Operating margin is impacted by INR 5 Mn on account of higher depreciation on Technology investments

SSG: Same store growth

In case of any clarifications please contact on investorrelations@kayaindia.net

Thank you