



KAYA LIMITED

Media Release – Q4 FY17

Kaya limited Q4 FY17 results

Consolidated Revenue up by 11%, SSG of 6%

Highlights of Q4 FY17

Kaya Limited posted consolidated Revenue from Operations of INR 112.9 crores for the quarter ended 31st March 2017, a growth of 11% (*Same store growth @ 6%*) over corresponding quarter ended 31st March 2016.

India business reported a Net Revenue growth of 4% and International business delivered growth of 17% respectively.

Consolidated Operating EBIDTA is INR 2.9 crores, 3% of Revenue, as compared to Rs 3.8 crs (4% of Revenue) in Q4 FY 16.

Consolidated Profit after Tax for the quarter ended 31st March 2017 is INR 0.24 crores compared to INR 1.3 crores for the corresponding quarter ended 31st March 2016.

Kaya has added 3 Kaya Skin Bar doors across formats in India and has opened 2 clinics in Middle East in Q4 FY17.

Highlights of FY17

Kaya Limited posted consolidated Revenue from Operations of INR 410.2 crores for the year ended 31st March 2017, a growth of 11% (SSG: 7%) over corresponding year ended 31st March 2016.

India business reported a Net Revenue growth of 5% (SSG: 2%) and International business delivered growth of 17% (SSG: 11%) respectively.

Consolidated Operating EBIDTA is INR 9.4 crores (2% of Revenue) compared to INR 14.1 crores (3% of Revenue) in FY 16.

Profit after Tax & exception for the year ended 31st March 2017 is INR (0.82) crores, compared to INR 8.8 crores (2% of Revenue) for the corresponding year ended 31st March 2016.

Overall in India Kaya have 102 clinics & 123 Kaya Skin Bars outlets and operates 23 clinics in Middle East.

Kaya Limited is leading specialty skin care, solution provider in India and Middle east either directly or through one or more of its subsidiaries. Kaya Limited ("Kaya") was incorporated on 27th March, 2003 as part of wholly owned subsidiary of Marico Limited and was demerged from Marico Limited in September, 2013. Kaya delivers holistic skincare solutions through its range of Kaya Skin Clinics (102 in India and 23 in the Middle East) and product retail format called Kaya Skin Bar (123 in India).

Kaya Skin Clinic, chain of specialized skincare clinics, offers customized solutions by expert dermatologists delivered through a synergistic combination of products and services backed by state-of-the-art safe skincare technologies. Kaya runs with a single minded objective of delivering flawless skin through expert skincare solutions that include services in the areas of Acne/Acne-scar Reduction, Pigmentation, Anti-Ageing, Laser Permanent Hair Reduction, etc. along with regular beauty enhancement & maintenance services. Kaya also has a range of more than 50 skincare & hair care products ranging from daily skin care to specific skin concerns like acne, pigmentation, ageing, etc.

For more information, visit www.kaya.in

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