



KAYA LIMITED

Media Release – Q1 FY17

Kaya limited Q1 FY17 results

Consolidated Revenue up by 16%, SSG of 11%

Kaya Limited posted consolidated Revenue from Operations of INR 98.0 crores for the quarter ended 30th June 2016, a growth of 16% (*Same store growth @ 11%*) over corresponding quarter ended 30th June 2015.

India business reported a Net Revenue growth of 13% and International business delivered growth of 20% respectively.

Consolidated Operating EBIDTA is INR 2.1 crores, 2% of Revenue for the quarter ended 30th June 2016 as compared to 3% for the corresponding quarter in previous year. The EBIDTA has been impacted by performance of new clinics & KSB and acquisition cost incurred during the quarter ended 30th June 2016.

Consolidated Profit after Tax for the quarter ended 30th June 2016 is INR (0.3) crores compared to INR 1.4 crores for the corresponding quarter ended 30th June 2015.

Kaya has closed down 3 clinics in India as part of its catchment consolidation and relocation strategy.

Kaya had launched a comprehensive bouquet of efficacious hair solutions, designed by our Dermatologists across Mumbai, Delhi and Bangalore in India in later part of June 16. It is expected to scale up in India by Q2 FY 17. These solutions would address a variety of concerns like hair fall, hair thinning, dandruff and scalp health.

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 (104 in India and 21 in the Middle East) and product retail format called Kaya Skin Bar (133 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