



Quarterly Performance Update

Q1 FY-16

Kaya Limited

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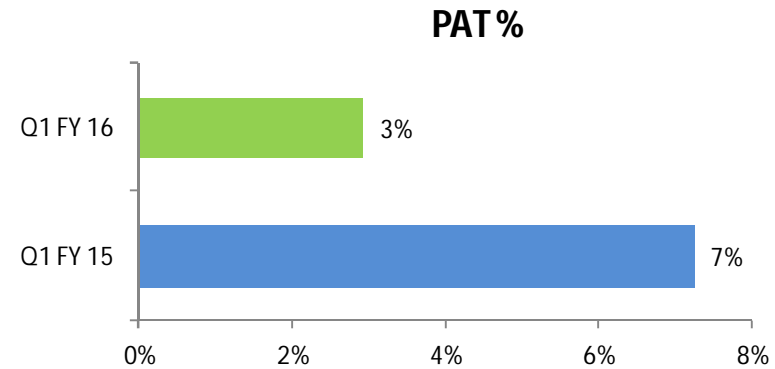
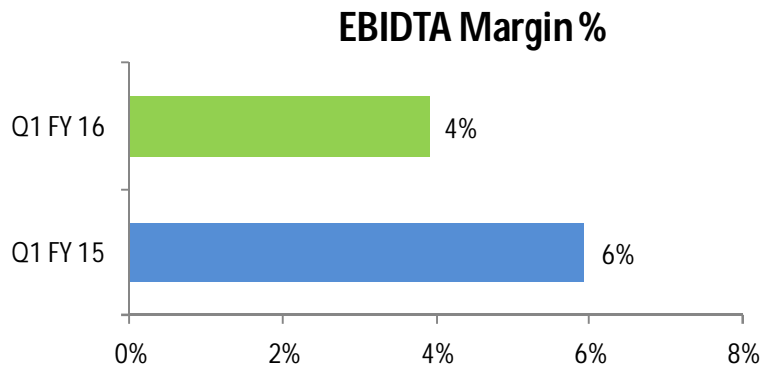
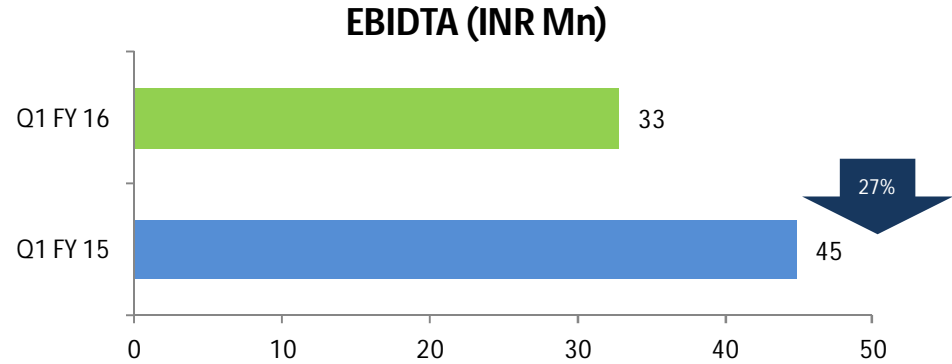
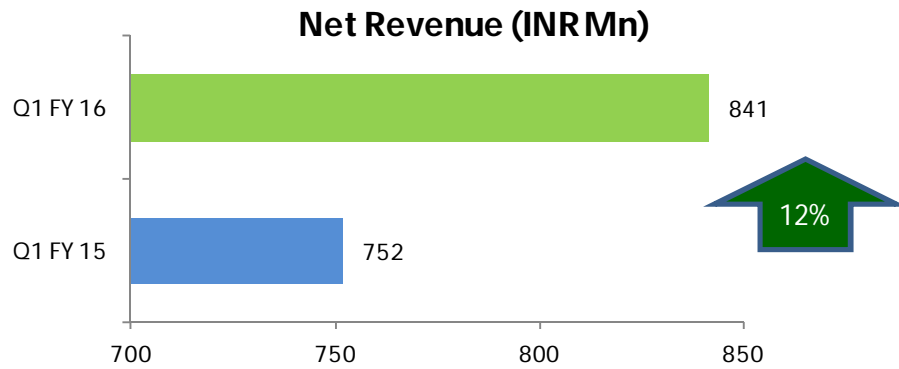
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Kaya Group : Key Highlights – Q1 FY 16

- **Net Revenue** for Q1 FY 16 has grown by 12%. Same store growth (SSG) is 7%.
- **EBIDTA** of INR 33 Mn (4%) compared to EBIDTA of INR 45 Mn (6%) in Q1 FY 15.
 - *Non recurring expenses like ESOP, consumer research amounting to INR 11 Mn has been excluded*
- Like to like EBIDTA (*Excluding expansion & non recurring expenses*) is INR 46 Mn (6% of NR), growth of 5%
- **PAT** at INR 14 Mn (2%) as compared to INR 54 Mn (7%) in Q1 FY 15.
 - Like to Like PAT (*Excluding expansion & non recurring expenses*) is INR 43 Mn (5%) vs INR 54 Mn (7%) in Q1 FY 15
 - Additional depreciation of INR 13 Mn (growth of 56%) on account of investments in existing clinics and Expansion.
 - Exception of INR (4.8) crs pertaining to KME SPA cancellation compensation has been excluded in Q1 FY 15 PAT

SSG: Same store growth

Financial Summary – Q1 FY16



- *EBIDTA and PAT margins in Q1 FY 16 is impacted by New clinics / skin bars openings.*
- *Non recurring expenses like ESOP, consumer research amounting to INR 11 Mn has been excluded*

*PAT % is before Exception

Kaya India Region

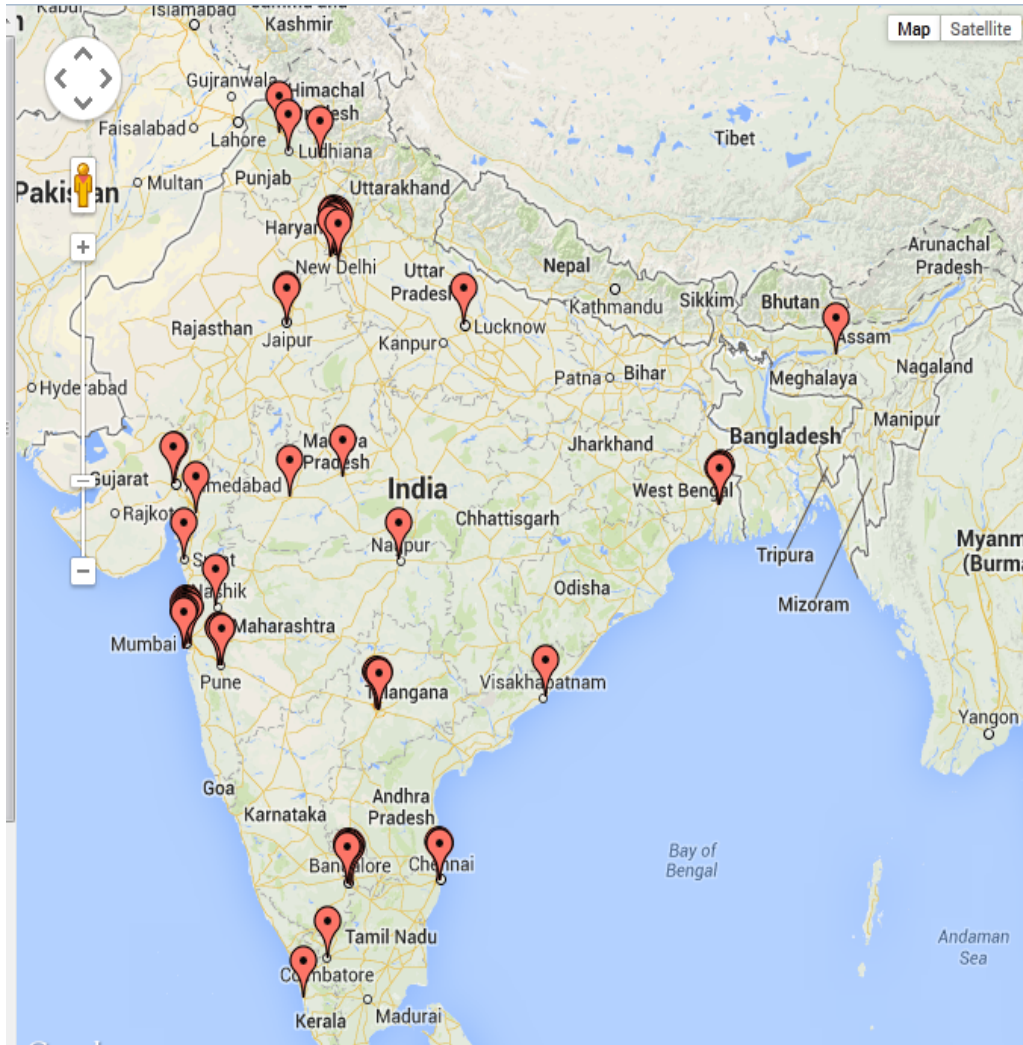


Kaya India : Key Highlights

- **Net Revenue** for Q1 FY 16 has grown by 10%. Same store growth (SSG) is 4%.
- **Customer count** grew by 3% (SSG: -8%) & **Ticket size** grew by 7% (SSG: 11%) over Q1 FY 15.
- **EBIDTA INR (28) Mn (-7% of NR) compared to EBIDTA of INR.(1) Mn (-0.2% to NR) in Q1 LY.**
 - *Non recurring expenses like ESOP, consumer research amounts to INR 5 Mn has been excluded*
 - Like to Like EBIDTA (Excluding expansion and non recurring expenses) at INR (12) Mn (-3% of NR)
- **PAT is INR (19) Mn (-5% of NR) against LY Q1 profit of INR.21 Mn (5% of NR)**
 - Additional depreciation of INR 8 Mn (growth of 62%) on account of investments in existing clinics and Expansion
 - Other Income has reduced on account of utilization in Surplus funds and reduction in Yield
- **Ecommerce** grew by 91% over Q1 LY, contributing 7% of overall product sales as compared to 4% in Q1 FY 15
- **Loyalty** contribution has increased to 84.3% in Q1 FY 16 of revenue as compared to 83.9% in Q4 FY 15.
- **Key Initiatives :**
 - New technology investment done in June, to improve penetration across clinics in coming quarters.
 - 2 new clinics opened in Q1 FY 16 totalling to 102; 14 new KSB (Stores / Kiosk / SIS / Counters) opened in Q1 FY 16
 - 2 New Products introduced in categories of Body care & Hair wash
 - Organizational structural Changes to facilitate improved customer centric behavior & response

SSG: Same store growth

Our Presence and still expanding...



102
Clinics

28
Kaya Skin Bars

27
Cities

16
Indian states

✓ 2 Clinics & 14 KSB outlets opened in Q1 FY 16

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

New Clinics Opened

- Location : Banshankari, Bangalore
- Opening Date : 25th May 2015



- Location : Mira Road, Mumbai
- Opening Date : 05th June 2015



New KSB Opened

KSB Indiranagar, Bangalore
23th April 2015

Shoppers Stop Bangalore Intl Airport
23th April 2015

KSB Juhu Tara, Mumbai
01st May 2015

Brigade Road, Bangalore
23rd June 2015

Koramangala, Bangalore
23rd June 2015

Jayanagar, Bangalore
23rd June 2015

Orion Mall, Bangalore
23rd June 2015



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New KSB Opened

HRBR Layout, Bangalore
23rd June 2015

Comml ST4, Bangalore
23rd June 2015

BTM Layout2, Bangalore
23rd June 2015

Sanjay Nagar, Bangalore
23rd June 2015

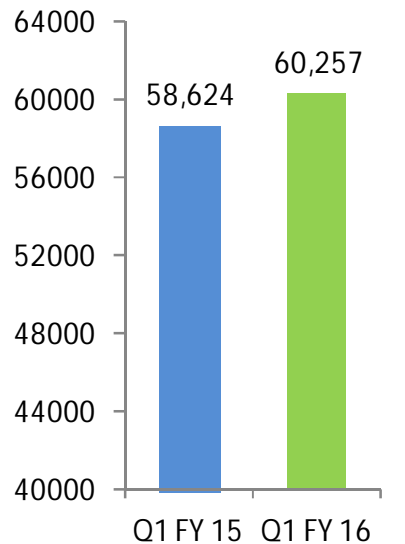
Religare Wellness-Hauz Khas, Delhi
25th June 2015

Religare Wellness-KHAN MKT, Delhi
25th June 2015

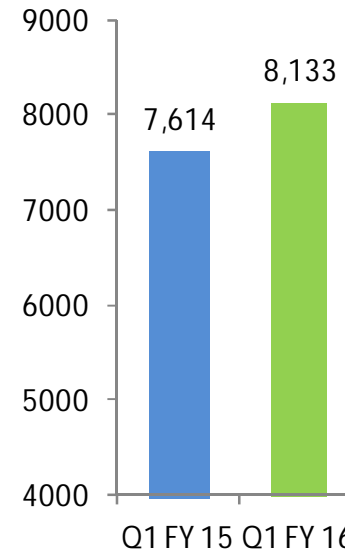
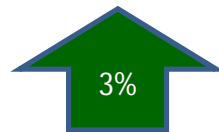
Religare Wellness-Defence Colony, Delhi
25th June 2015



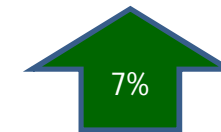
Operational Indicators – India



Customer count

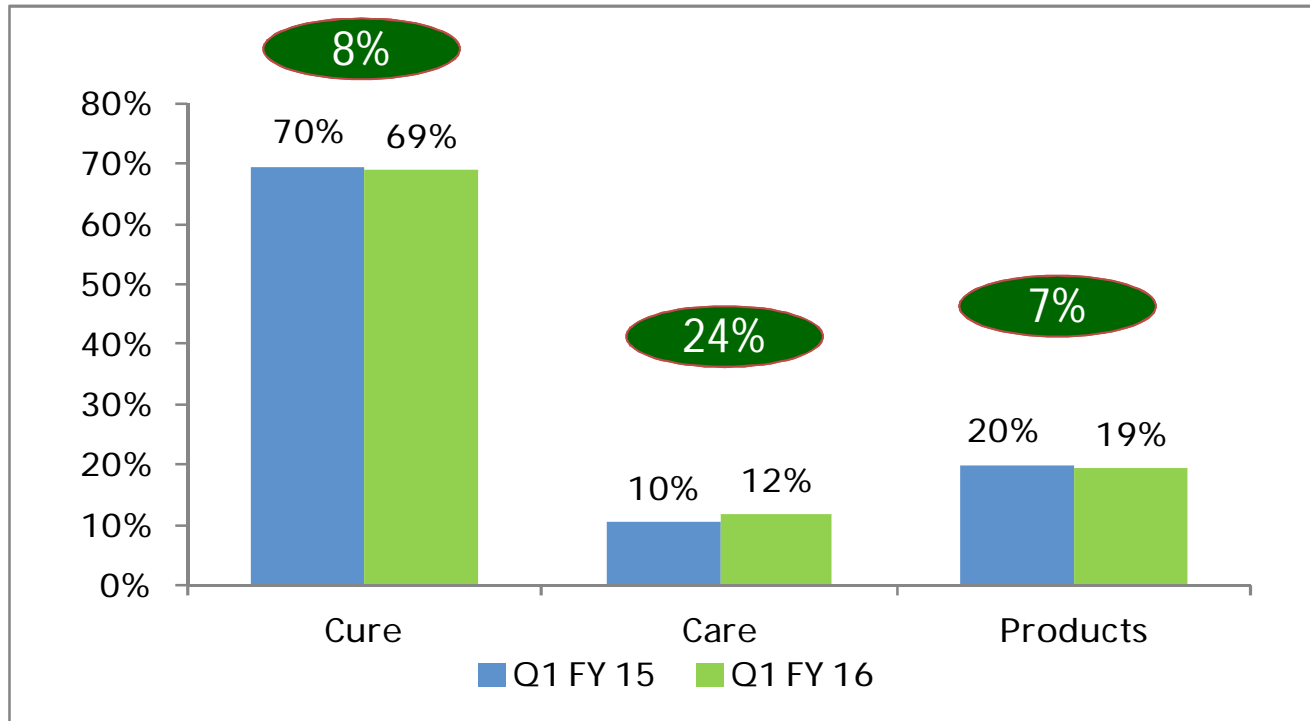


Ticket Size (Rs)



- Customer count grew by 3% over LY. (SSG: (8)%)
- Ticket size grew by 7% majorly due to value growth. (SSG: 11%)
 - Technology investment have helped to improve the Ticket size

Category Mix % - India



- Cure category has grown by 8% (SSG: 3%) in Q1 FY 16
- Care vertical grew by 24% (SSG: 17%) backed by PAN India Introduction of New Beauty Facials.
- Product category grew by 7% (SSG: (8)%) in Q1 FY 16.
 - De-growth is on account of temporary discontinuation of two products; expected to re-launch in Q3 FY 16

Kaya Middle East Region



Kaya Middle East : Key Highlights

- **Net Revenue** at INR 426 Mn for Q1 FY 16 has grown by 14%. Same store growth (SSG) is 11%.
 - *SSG @ constant currency for Q1 FY 16 is 5%*
- **Customer count** has grown by 1%; **Ticket size** grew by 5% over Q1 FY 15
- **EBIDTA** of INR 60 Mn (14%) compared to EBIDTA of INR 49 Mn (13%) in Q1 FY 15, growth of 24%.
 - *Non recurring expenses like consumer research amounting to INR 6 Mn has been excluded*
- **PAT** at INR 45 Mn (11%) as against INR 38 Mn (10%) in Q1 FY 15 grew by 19%.
 - Additional depreciation of INR 5 Mn (growth of 48%) on account of investments in existing clinics
- **Key Initiatives :**
 - New technology investment done in June, to drive growth in coming quarters
 - 19 New SKUs added in product portfolio, Growth of 26% in Q1 FY 16
 - IT Investment support to provide operational excellence in service delivery

SSG: Same store growth

Our Presence



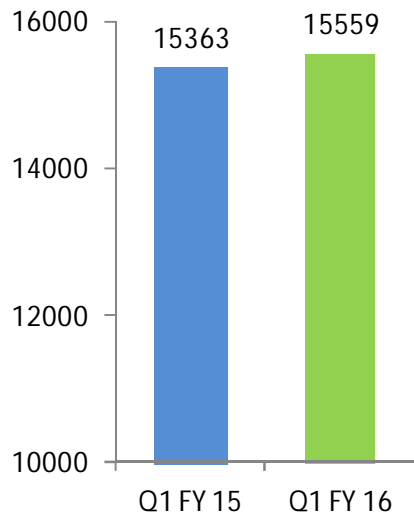
19
Clinics

3
Countries

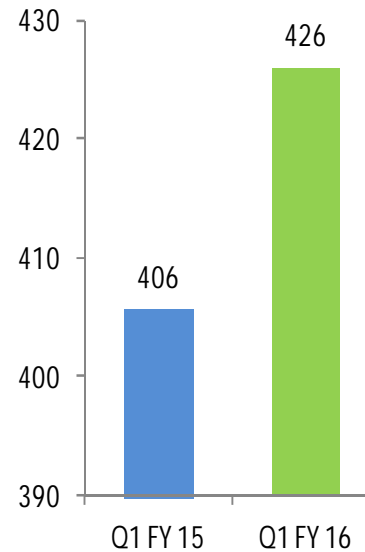
8
Cities

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

Operational Indicators – Middle East



Customer count



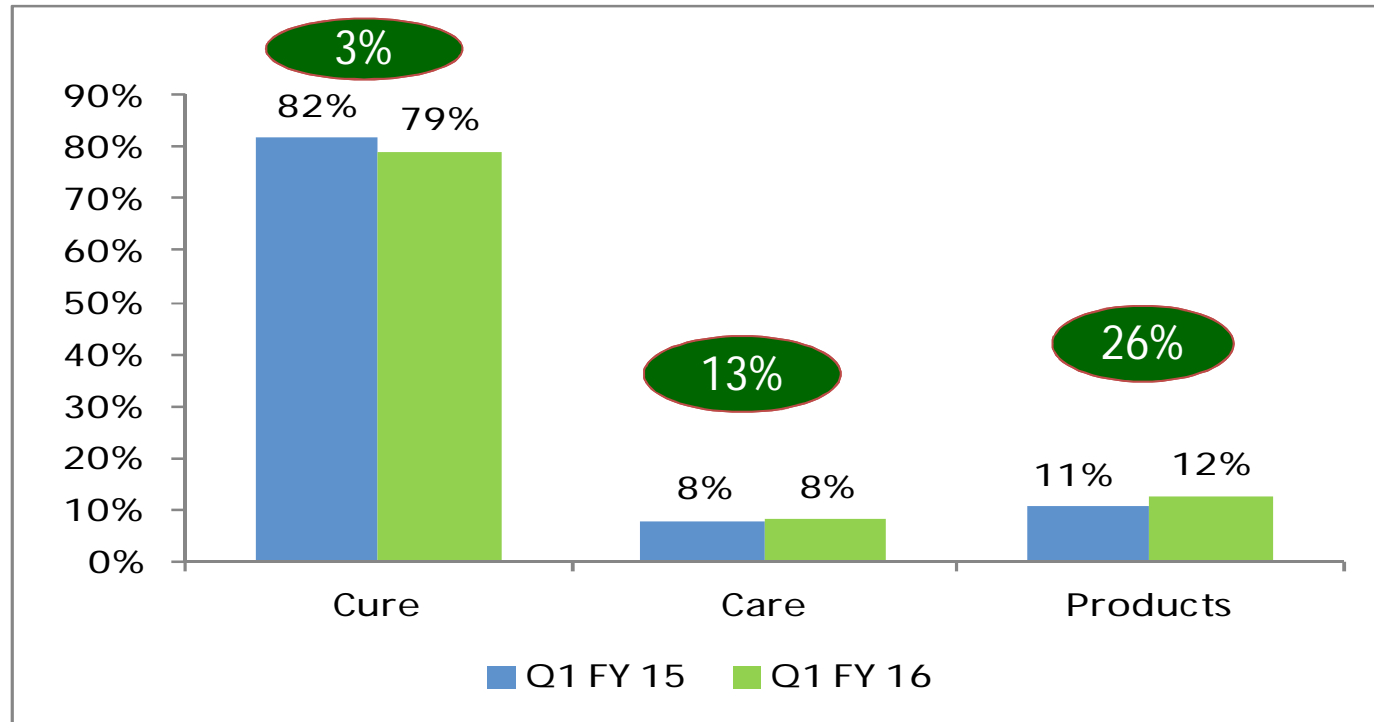
Ticket Size (USD)

- Customer count grew by 1% over LY.
- Ticket size grew by 5% majorly due to value growth.
 - Technology investment have helped to improve the Ticket size.

On constant currency basis

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Category Mix % - KME Region



- Cure category has grown by 3% in Q1 FY 16.
- Care vertical grew by 13% in Q1 FY 16.
- Product category grew by 26% in Q1 FY 16 due to introduction of 19 new SKU's

On constant currency basis

Financials – Q1 FY 16



Financial Highlights : Kaya Group

Particulars (INR Mn)	Q1 FY 15	Q1 FY 16
Collection	819	921
Net Revenue	752	841
EBIDTA	45	33
Operating Margin	21	-4
Other Income	38	29
PAT before Exception	54	14
PAT post Exception	6	14

↑ 12%

↑ 12%

Collection SSG 7%
4% @ constant currency

Net Revenue SSG 7%
4% @ constant currency

EBIDTA at 4% has de-grown by
27% against 6% LY

Like to Like EBIDTA at 6%
has grown by 5%

Operating margin at (1)%
against 3% of LY

Operating margin is impacted by
INR 13 Mn on account of higher
depreciation on Technology
investments & Expansion

PAT post exception at 2% has
grown by 119%

Note –

- EBIDTA & Operating Margin excludes Non recurring expenses like ESOP, consumer research amounting to INR 11 Mn.
- Exception in Q1 FY 15 represents KME SPA cancellation compensation amounting to INR 48 Mn

SSG: Same store growth

Financial Highlights : India

Particulars (INR Mn)	Q1 FY 15	Q1 FY 16
Collection	446	490
Net Revenue	378	416
EBIDTA	-1	-28
Operating Margin	-13	-48
Other Income	38	29
PAT	21	-24

↑ 10%

↑ 10%

Collection SSG 2%

Net Revenue SSG 4%

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

Like to Like EBIDTA at (3)% against flat % LY

Operating margin at (12)% against (3)% LY

Operating margin is impacted by INR 8 Mn on account of higher depreciation on technology investments & Expansion

Other Income has reduced on account of utilization in Surplus funds and reduction in Yield

Note –

- EBIDTA & operating Margin excludes non recurring expenses like ESOP, consumer research amounting to INR 5 Mn.

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SSG: Same store growth

Financial Highlights : Middle East

Particulars (INR Mn)	Q1 FY 15	Q1 FY 16
Collection	372	431
Net Revenue	374	426
EBIDTA	49	60
Operating Margin	38	44
PAT	38	38



Collection SSG 13%
6% @ constant currency

Net Revenue SSG 11%
5% @ constant currency

EBIDTA margin at 14%
against 13% LY, growth of 24%

Operating margin at 10.3%
against 10.1% LY

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

Note –

- EBIDTA & Operating Margin excludes non recurring expenses like Consumer research amounting to INR 6 Mn.

SSG: Same store growth

In case of any clarifications please
contact on
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Thank you