

# Quarterly Performance Update

**Q2 FY-16**

**Kaya Limited**

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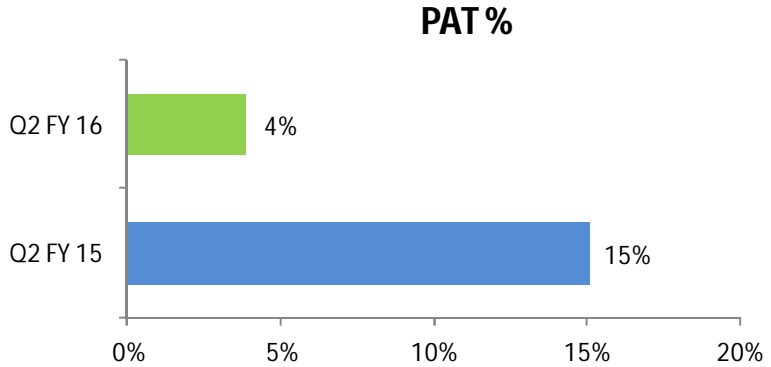
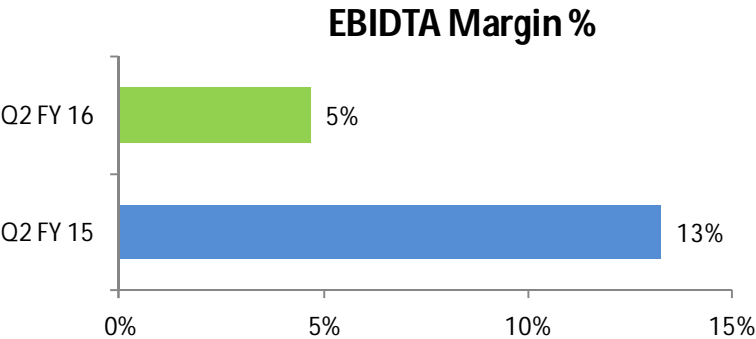
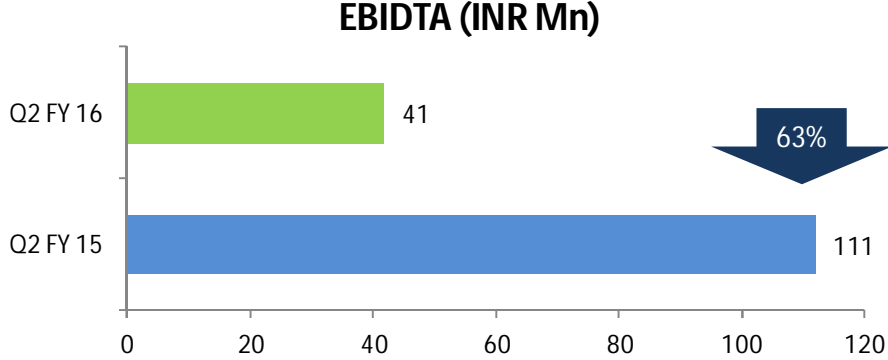
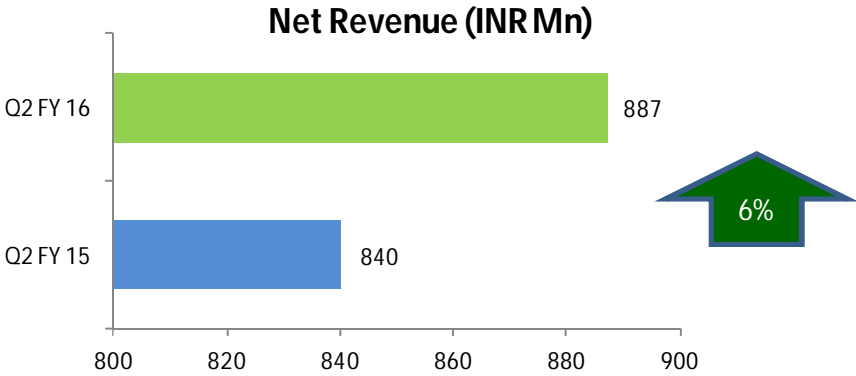
# Kaya Group : Key Highlights – Q2 FY 16

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- **Net Revenue** (NR) for Q2 FY 16 has grown by 6%. Same store growth (SSG) is Flat%
  - SSG @ constant currency is (4)%
- **EBIDTA** of INR 41 Mn (*5% of NR*) compared to EBIDTA of INR 111 Mn (*13% of NR*) in Q2 FY 15.
  - *Non recurring expenses like Merger & ESOP amounting to INR 9 Mn has been excluded*
  - Like to like EBIDTA is INR 59 Mn (*7% of NR*) as compared to 112 Mn (*13% of NR*) in Q2 FY 15
- **PAT** at INR 26 Mn (*3% of NR*) as compared to INR 126 Mn (*15% of NR*) in Q2 FY 15.
  - Like to Like PAT is INR 49 Mn (*6% of NR*) vs INR 128 Mn (*15% of NR*) in Q2 FY 15

SSG: Same store growth

# Financial Summary – Q2 FY16



- *EBIDTA and PAT margins in Q2 FY 16 is impacted by New clinics / skin bars openings.*
- *Non recurring expenses like ESOP, Merger amounting to INR 9 Mn has been excluded*

\*PAT % is before Exception

# Kaya India Region



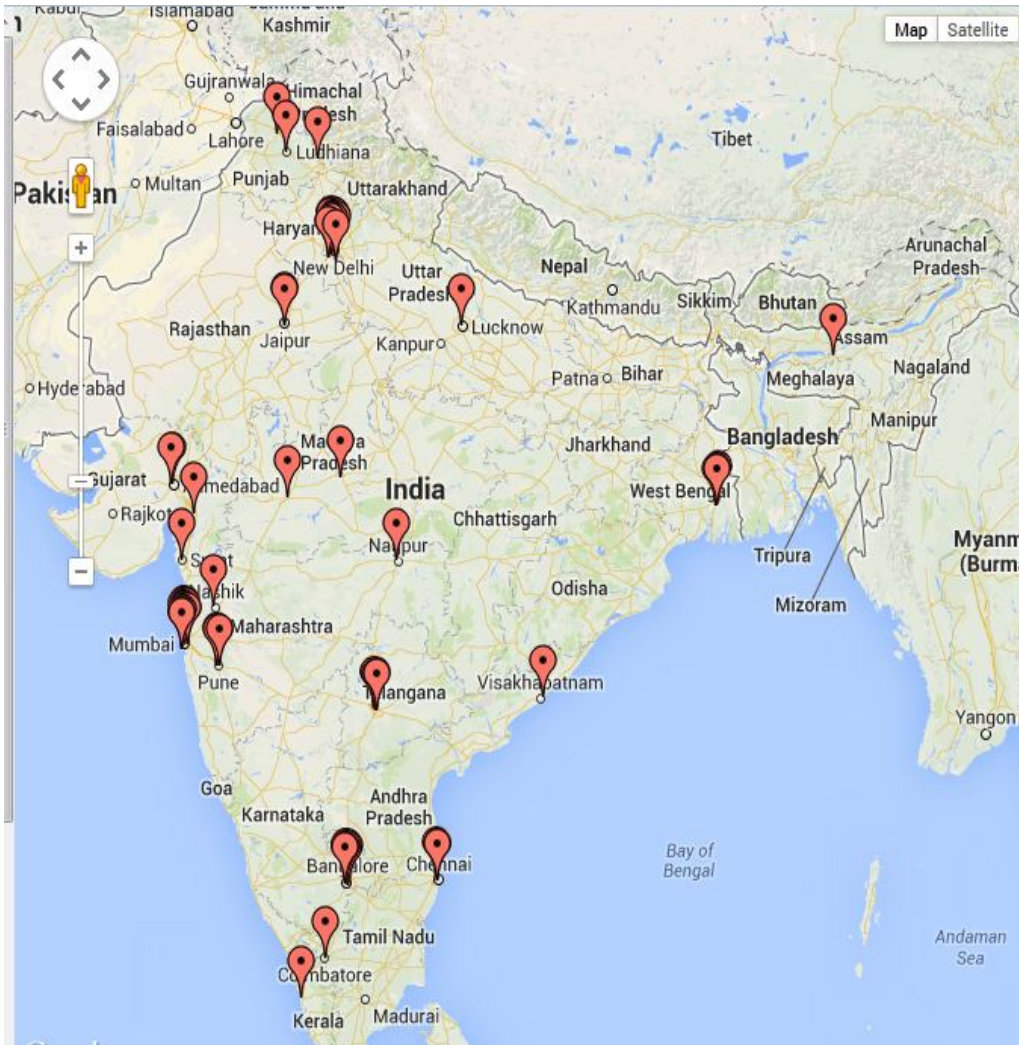
# Kaya India : Key Highlights

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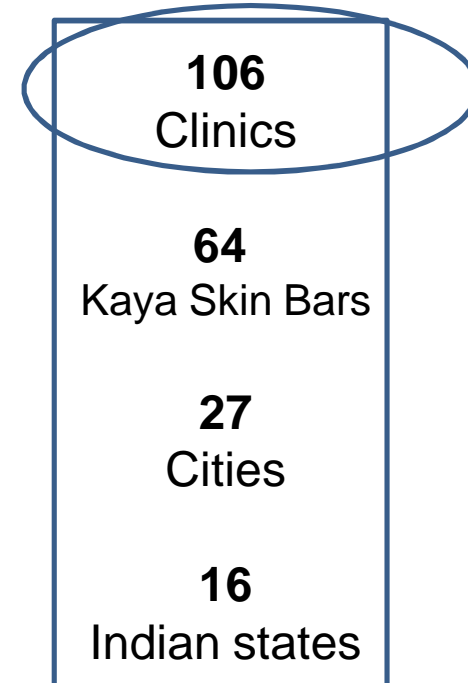
- **Collections** for Q2 FY 16 has grown by 11% %. Same store growth (SSG) is 1%.
  - Customer count de-growth of (4)% (*SSG: -11%*) impacted both SSG & Margins.
  - Ticket size grew by 10% (*SSG: 12%*) over Q2 FY 15 on the back of investments in medical technology.
- **Net Revenue** for Q2 FY 16 has grown by 3%. Same store growth (SSG) is (4)%.
- **EBIDTA INR (20) Mn (-4% of NR) compared to EBIDTA of INR.31 Mn (7% to NR) in Q2 LY.**
  - Like to Like EBIDTA at INR 2 Mn (*0.4% of NR*)
- **PAT is INR (19) Mn (-4% of NR) against LY Q2 profit of INR.59 Mn (5% of NR)**
  - Additional Depreciation of INR 7 Mn (*growth of 49%*) on account of investments in existing clinics and new openings.
  - Like to Like PAT at INR 8 Mn (*2% of NR*) against profit of INR 60 Mn (*14% of NR*).
- **Ecommerce** grew by 29% over Q2 LY, contributing 6% of overall product sales in Q2 FY 16
- **Key Initiatives :**
  - 4 new clinics opened in Q2 FY 16 totalling to 106; 35 new KSB (*1 Store, 3 Kiosk, 21 SIS and 10 counters*) opened in Q2 FY 16
  - Two new products lines were introduced namely – CC Cream / Make up remover & Introduction of the Men's regimen.
  - New POS system has been rolled out in Sep across all 120 locations including both clinics and skin bars.

SSG: Same store growth

# Our Presence and still expanding...



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



New Openings – Q2 FY 16:

- ✓ 4 Clinics
- ✓ 35 KSB outlets (1 Store, 3 Kiosk, 21 SIS and 10 counters)



# New Clinics Opened

Location : Vastrapur, Ahmadabad  
09<sup>th</sup> July 2015

Location : J P NAGAR, Bangalore  
06<sup>th</sup> Aug 2015

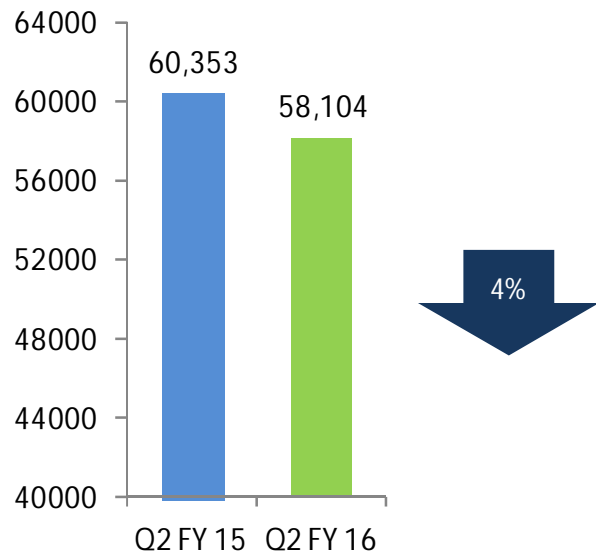
Location : Viviana Mall, Mumbai  
08<sup>th</sup> Aug 2015

Location : Shivalik, Delhi  
19<sup>th</sup> Aug 2015

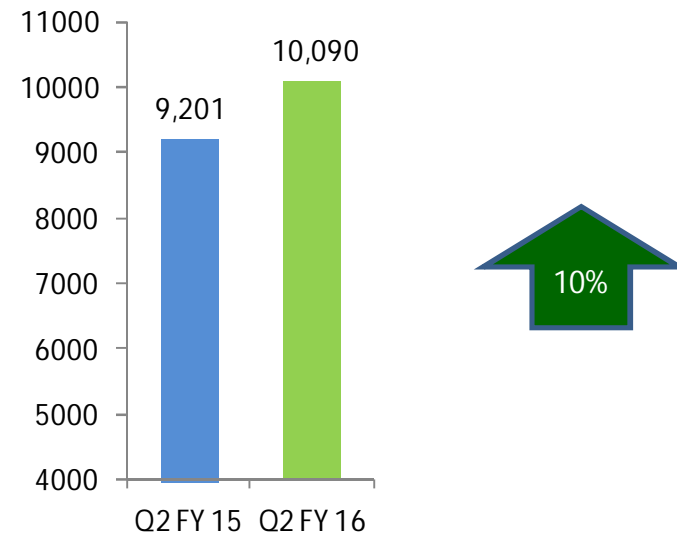




# Operational Indicators – India



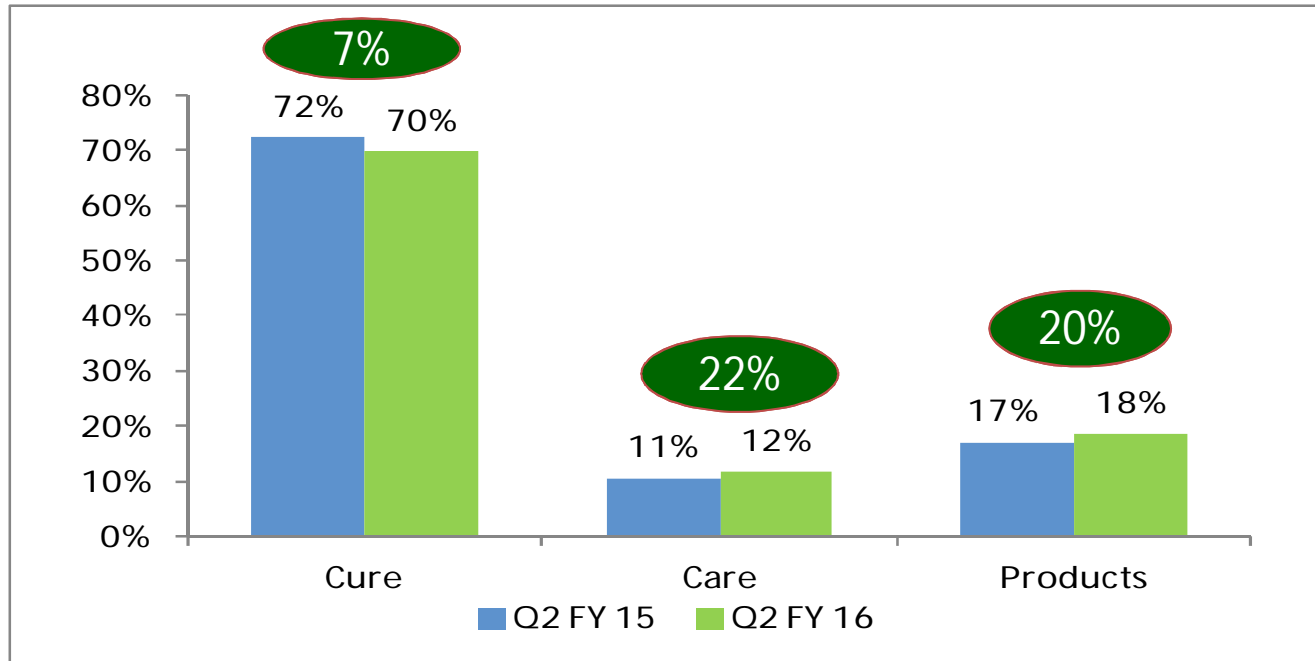
**Customer count**



**Ticket Size (Rs)**

- Customer count de-grew by (4)% over LY. (SSG: (11%)
  - Kaya India (incl. KSB) customer count growth was flat over LY.
- Ticket size grew by 10% majorly due to value growth. (SSG: 12%)
  - Investment in Medical technology helped improve Ticket size of service packages

# Category Mix % - India



- Cure category has grown by 7% (SSG: 2%) in Q2 FY 16
- Care vertical grew by 22% (SSG: 15%) backed by PAN India Introduction of New Beauty Facials.
- Product category grew by 20% (SSG: (14)%) in Q2 FY 16.
  - Men's range / CC Cream was launched in Sep to benefit going forward
  - Revenue of 4% of products sales was impacted due to 2 discontinued SKU's – To be re launched by Dec-15

# Kaya Middle East Region



# Kaya Middle East : Key Highlights

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- **Net Revenue** at INR 428 Mn for Q2 FY 16 has grown by 9%. Same store growth (SSG) is 5%.
  - *SSG @ constant currency for Q2 FY 16 is (2)%*
- **Customer count** has grown by 3%; **Ticket size** grew by 1% over Q2 FY 15
- **EBIDTA** of INR 61 Mn (*14% of NR*) compared to EBIDTA of INR 83 Mn (*21% of NR*) in Q2 FY 15
  - EBIDTA impacted on account of Organization structure enhancement for driving growth and expansion and cost of relocation to new Office
- **PAT** at INR 45 Mn (*10% of NR*) as against INR 70 Mn (*18% of NR*) in Q2 FY 15
  - Additional depreciation of INR 5 Mn (*growth of 37%*) on account of investments in existing clinics.
- **Key Initiatives :**
  - New technology investment done in UAE and Oman, to drive growth in coming quarters
  - New POS system has been rolled out in Sep across all locations in Middle East

SSG: Same store growth

# Our Presence



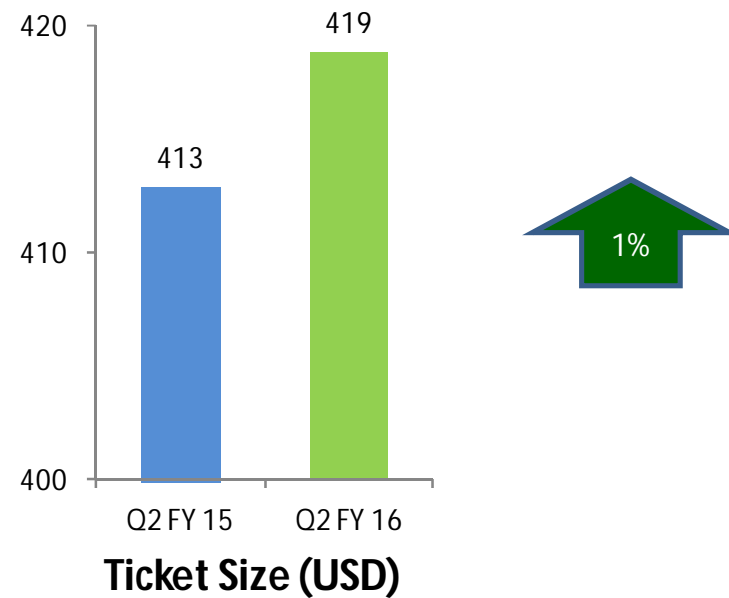
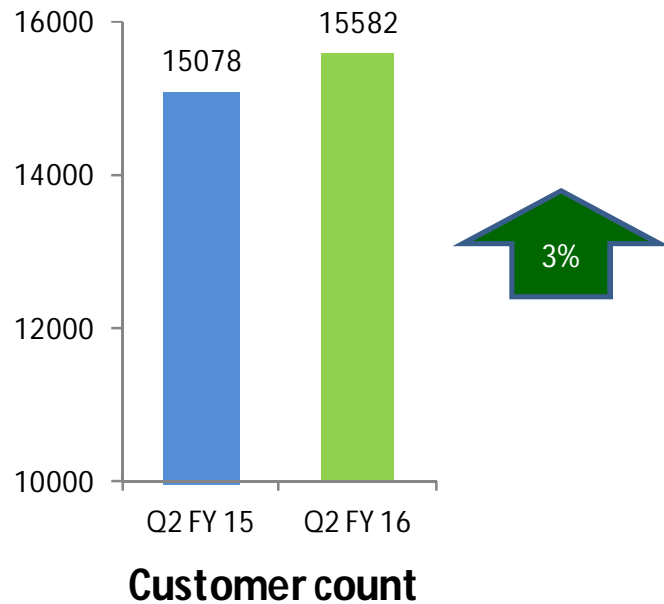
**19**  
Clinics

**3**  
Countries

**8**  
Cities

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

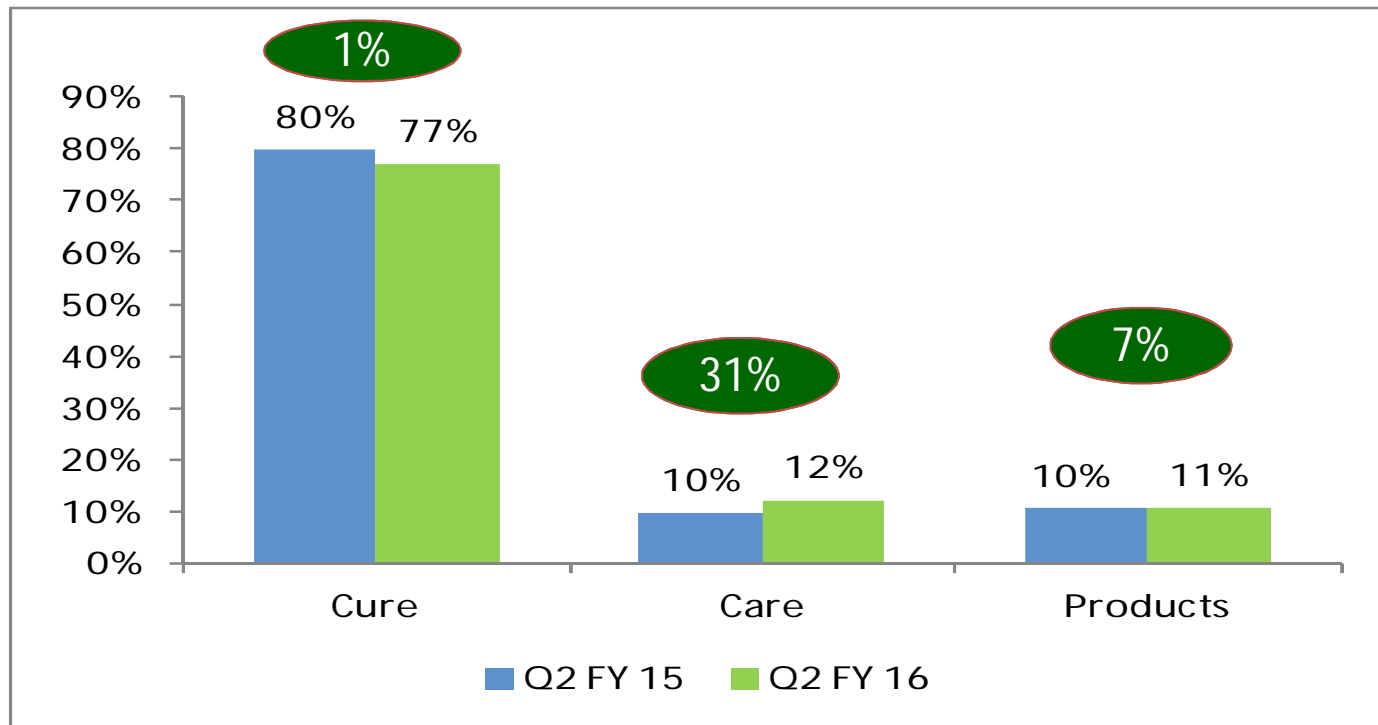
# Operational Indicators – Middle East



- Customer count grew by 3% over LY.
  - Technology investment have helped to improve the customer base
- Ticket size grew by 1%.

*On constant currency basis*

# Category Mix % - KME Region



- Cure category has grown by 1% in Q2 FY 16.
- Care vertical grew by 31% in Q2 FY 16
- Product category grew by 7% in Q2 FY 16

On constant currency basis

15



# Financials – Q2 FY 16



# Financial Highlights : Kaya Group

Particulars (INR Mn)	Q2 FY 15	Q2 FY 16
Collection	941	1063
Net Revenue	840	887
EBIDTA	111	41
Operating Margin	84	1
Other Income	39	33
PAT before Exception	126	26
PAT post Exception	126	26



Collection SSG 5%  
2% @ constant currency

Net Revenue SSG 1%  
(3)% @ constant currency

EBIDTA at 5% against 13% LY

Like to Like EBIDTA at 7% of NR  
against 13% in Q2 LY

Operating margin at 0.1%  
against 10% of LY

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

PAT post exception at 3% against  
15% in Q2 FY 15

Note –

- EBIDTA & Operating Margin excludes Non recurring expenses like Merger and ESOP amounting to INR 9 Mn.

SSG: Same store growth

# Financial Highlights : India

Particulars (INR Mn)	Q2 FY 15	Q2 FY 16
Collection	564	626
Net Revenue	446	459
EBIDTA	31	-20
Operating Margin	16	-43
Other Income	39	32
PAT	59	-19

↑ 11%

↑ 3%

Collection SSG 1%

Net Revenue SSG (4)%

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

Like to Like EBIDTA at flat% against 7% LY

Operating margin at (9)% against 3% LY

Operating margin is impacted by INR 7 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 Merger and ESOP amounting to INR 9 Mn.

SSG: Same store growth

# Financial Highlights : Middle East

Particulars (INR Mn)	Q2 FY 15	Q2 FY 16
<b>Collection</b>	377	437
<b>Net Revenue</b>	394	428
<b>EBIDTA</b>	83	61
<b>Operating Margin</b>	70	44
<b>PAT</b>	70	45

↑ 16%

↑ 8.7%

Collection SSG 13%  
5% @ constant currency

Net Revenue SSG 5%  
(2)% @ constant currency

EBIDTA margin at 14%  
against 21% LY

Operating margin at 10% against  
18% 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  
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**Thank you**