

Media Release – Q4 FY15

Marico Kaya Group Q4 FY15 results

Revenue up by 12%, PAT of INR 7.2 crores (8% of Revenue)

Highlights of Q4 FY15

Marico Kaya Enterprises Limited (MaKE) posted consolidated Revenue from Operations of INR 86.9 crores for the quarter ended 31st March 2015, a growth of 12% over corresponding quarter ended 31st March 2014.

India business reported a Net Revenue growth of 15% with Same Store Growth (SSG) of 12% and International business delivered overall growth of 9% with SSG @ constant currency of 5% respectively.

Consolidated Operating EBIDTA is INR 8.2 crores, 9% of Revenue, a growth of 6% over Q4 last year, impacted by new clinics & KSB openings during the quarter ended 31st March 2015.

Profit after Tax but before exception for the quarter ended 31st March 2015 is INR 7.2 crores compared to INR 6.8 crores for the corresponding quarter ended 31st March 2014.

Kaya has added 8 clinics and 7 Kaya Skin Bar outlets in India in Q4 FY15. Overall in India Kaya has crossed 100 clinics & 14 Kaya Skin Bars and operates over 19 clinics in Middle East.

Highlights of FY15

Marico Kaya Enterprises Limited (MaKE) posted consolidated Revenue from Operations of INR 331.5 crores for the year ended 31st March 2015, a growth of 16% (SSG: 14%) over corresponding year ended 31st March 2014.

India business reported a Net Revenue growth of 13% (SSG: 12%) and International business delivered overall growth of 18% (SSG: 16%) respectively.

Consolidated Operating EBIDTA is INR 35.6 crores (11% of Revenue) compared to INR 7.3 crores (3% of Revenue) in FY 14.

Profit after Tax but before exception for the year ended 31st March 2015 is INR 37.3 crores (11% of Revenue) compared to INR 5.0 crores (2% of Revenue) for the corresponding year ended 31st March 2014.

Kaya has added 15 clinics and 11 Kaya Skin Bar outlets in India & 1 in Middle East in FY15.

Marico Kaya Enterprises Limited (BSE: 538503, NSE: "MAKE") is formed with the objective of providing specialized skin care, Aesthetics, Beauty and Personal Care services in India and abroad either directly or through one or more of its subsidiaries. The company's current business is resultant of de-merger of Kaya business, which was run under Kaya Limited, from Marico Limited. Kaya Limited ("Kaya") was incorporated on 27th March, 2003 as part of wholly owned subsidiary of Marico Limited. Kaya delivers holistic skincare solutions through its range of Kaya Skin Clinics (100 in India and 19 in the Middle East) and product retail format called Kaya Skin Bar (14 in India).

Kaya Skin Clinic, chain of specialized skincare clinics, offers personalized 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.maricokaya.com